

TECHNOLOGY DEPT.

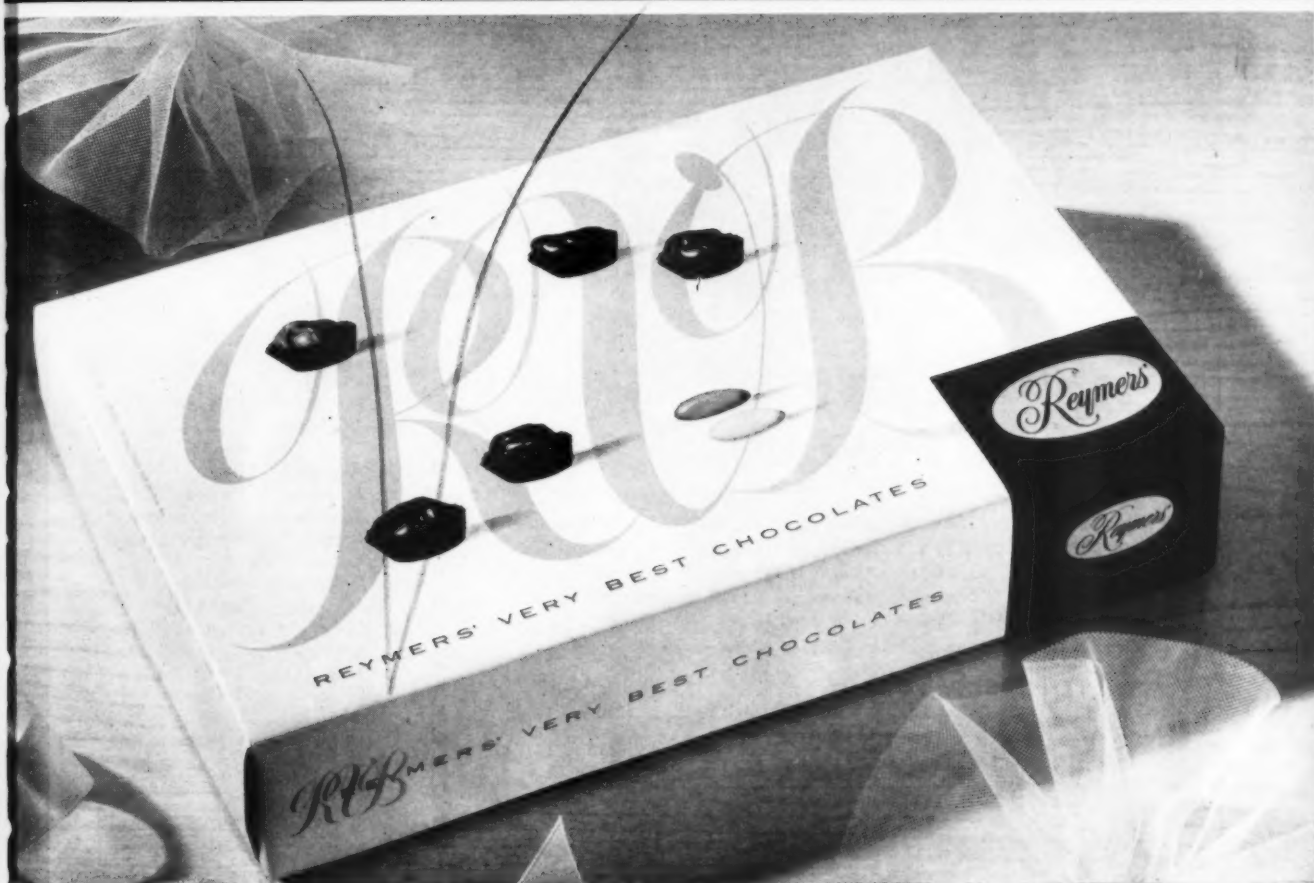


The

PUBLIC LIBRARY

FEB 24 1955

ONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

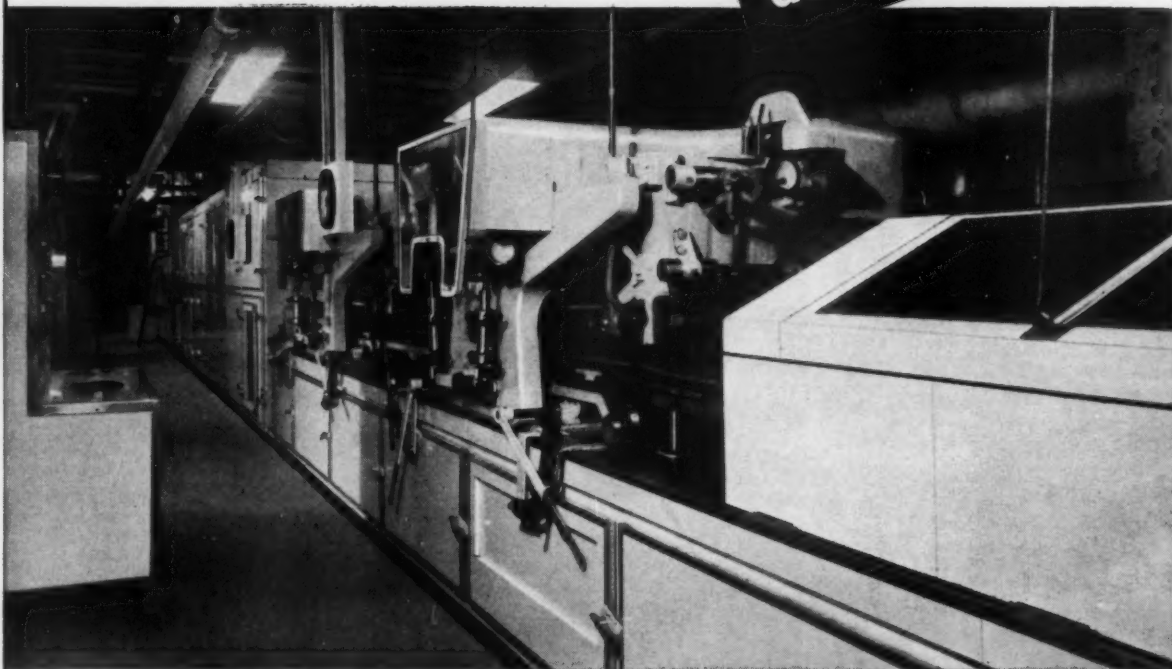


**FEBRUARY
1955**

**Chocolate Crumb
Packaging Research Results**

Is your chocolate moulding

**fully
automatic?**



The JENSEN moulding line will do it for you!

With the JENSEN installations, continuous automatic chocolate moulding has been developed into perfection. In a closed circuit all the various operations required are carried out fully automatically from the moment fresh chocolate is supplied to the hopper till the finished goods – exact in weight and of perfect gloss – emerge at the packing-end to be slid direct to the wrapping machines – untouched by human hand.

Installations for **solid bars**
articles with liquid or soft filling
hollow figures
or combination machines

The JENSEN does any moulding job, f. inst.
bars with whole nuts, almonds etc.
buds, pastils,
couverture blocks,
Inserted biscuit articles,
multi centre variety blocks

**JENSEN machines
are installed all over
the world:**

Argentina	Italy
Australia	Mexico
Belgium	New Zealand
Brazil	Norway
Canada	Peru
Colombia	Scotland
Denmark	South Africa
Egypt	Spain
England	Sweden
Finland	Switzerland
France	Tasmania
Germany	U. S. A.
Holland	Venezuela
Ireland	

**Please write
for particulars stating
your requirements**

MIKROVÆRK A/S



32-38, SYDMARKEN SØBORG
(COPENHAGEN) DENMARK
TELEGRAM:
MIKROFACT - SØBORG

How does the champion get to be champion?



By being better! Unmatched through the years is the *California flavor* that distinguishes Exchange Brand Oil of Lemon. That's why Exchange remains the overwhelming sales leader—in fact, the *4-to-1 favorite* over all other lemon oils combined!

So why skimp on quality...insist on Exchange quality and flavor that come *only* from genuine California lemons, grown and skillfully processed by Sunkist Growers.

Sunkist Growers

PRODUCTS DEPARTMENT • ONTARIO, CALIFORNIA

Produced by Exchange Lemon Products Co. • Corona, California

Distributed in the U.S. exclusively by

DODGE & OLCOTT, INC.

180 Varick St., New York 14, N.Y.

FRITZSCHE BROTHERS, INC.

76 Ninth Ave., New York 11, N.Y.



OIL OF LEMON U. S. P.



Let Fritzsche's Experimental Food Laboratory Help You With Your Candy Flavoring Problems

Test candy batches made in our Experimental Food Laboratory, above, provide candy manufacturers with a practical basis for correct flavor evaluation and comparison. The service this laboratory offers is especially useful in the selection of flavors designed to create those special taste effects which manufacturers sometimes strive for in their deluxe assortments. It enables us to help them in the most practical way possible to judge the relative merits of any flavors they may have under consideration, whether they be of the custom-made variety or regularly offered stock flavors. Therefore, as a first step in correct flavor evaluation, why not take advantage of this unique laboratory service *before* undertaking factory-scale batch tests of any untried flavorings?

FRITZSCHE Established  1871
Brothers, Inc.

PORT AUTHORITY BUILDING, 76 NINTH AVENUE, NEW YORK 11, N. Y.

BRANCH OFFICES and *STOCKS: Atlanta, Georgia, Boston, Massachusetts, *Chicago, Illinois, Cincinnati, Ohio, Cleveland, Ohio, *Los Angeles, California, Philadelphia, Pennsylvania, San Francisco, California, St. Louis, Missouri, *Toronto, Canada and *Mexico, D. F. FACTORY: Clifton, N. J.

The *Manufacturing* *Confectioner*

Vol. XXXV

No. 2

February

1955



Edited and Published in Chicago
The Candy Manufacturing Center of the World



School Promotion	6
An Opinion	R. Watson 6
PMCA Production Conference Program.....	10
Chocolate Crumb	M. R. Lodge 15
The Effect of Packaging and Storage Conditions on Chocolate-Covered Candies ..	E. K. Heaton, B. G. Cowan and J. G. Woodroof 26
Nifty Nut House	47
Candy Packaging	21 Calendar
What's New	36 Confectioner's Briefs
New Packages	38 Brokers
Candy Clinic	43 Classified Ads
Manufacturing Retailer	47 Advertiser's Index

COVER: This elegant box is one of a new line of redesigned packages for Reymer Bros. of Pittsburgh.

Founder—EARL R. ALLURED

Publisher—P. W. ALLURED Editor—STANLEY ALLURED

Eastern Manager—JAMES ALLURED Technical Editor—WESLEY CHILDS

Sales Manager—ALLEN ALLURED English Representative—M. G. READE

Circulation Director—M. SEELMAN

Publication Office
 418 N. Austin Blvd.
 Oak Park, Illinois
 Euclid 6-5099

Eastern Office
 303 W. 42nd St.
 New York 36, N. Y.
 Circle 6-6456

London, England
 Prospect House
 Heath Street N.W.3

Published monthly except June when published semi-monthly by The Manufacturing Confectioner Publishing Company, publishers of The Manufacturing Confectioner—The Blue Book—The Candy Buyer's Directory. Executive offices: 418 N. Austin Blvd., Oak Park, Illinois. Telephone EUclid 6-5099. Eastern offices: 303 West 42nd Street, New York City 36, N. Y. Telephone EUclid 6-6456. Publication Offices: 401 N. College, Indianapolis, Indiana. Copyright, 1955, Prudence W. Allured. All rights reserved. Subscription price: One year \$3.00. Two years, \$5.00. Per copy, 35¢. In ordering change of address, give both old and new address. Entered as Second Class Matter at Indianapolis, Indiana, under the Act of March 3, 1897. Member: National Confectioner's Assn., Western Confectionery Salesmen's Assn., National Candy Wholesaler's Assn., Audit Bureau of Circulation, Associated Business Publications. Foreign subscriptions: One year, \$5.00. Two years, \$7.50. Canadian Subscriptions: Same as U. S.

A Textbook on Candy Making

by Alfred E. Leighton

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

Profits Through Cost Control for Manufacturing Confectioners

by Frank Buese and
 Eric Weissenburger

This booklet deals with the problems of cost control in candy plants, including planning for profit, controlling material costs, labor costs, distribution costs and overhead costs. The emphasis is on planning operations so that a profit will be made, and in detecting those factors which will adversely affect profit before they can seriously cut the planned profit.

Directory Division
 The Manufacturing Confectioner
 Publishing Company
 418 N. Austin Blvd., Oak Park, Ill.

Enclosed find my check.....to cover the cost of

- ☐ A Textbook on Candy Making \$6.00
☐ Profits Through Cost Control \$2.00

Name..... Title.....

Firm

Address

City..... Zone.... State....

School Promotion

An ad in the "Australasian Women's Weekly" by Cadbury-Fry-Pascall Ltd. produces over 20,000 letters in two weeks requesting further material.

The advertisement consisted of a 4-color "School Project Sheet" consisting of a profusely illustrated description of chocolate manufacturing from the cocoa bean to the finished chocolate bar. This advertisement offered free a set of project notes which described the process of chocolate manufacturing in greater detail, and suggested several research projects for school work. The project notes were written by the project officer of the Education Department of Tasmania, who also collaborated on the preparation of the project sheet. The actual work was by the Schools Department of Cadbury.

The 20,000 letters of request

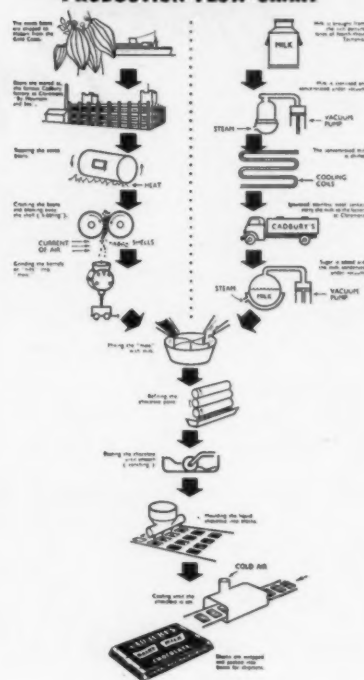
resulted in the mailing of over 60,000 pieces of project material to all parts of Australia. Although most of this material went to individuals, a great number went in bulk to schools for use in classes which were working on school projects.

A Production Flow Chart (illustrated above) also accompanied the project notes and helped the children to visualize the process of chocolate manufacturing.

This school project material received excellent publicity through the press and radio, and the reactions of parents and school officials was entirely to the good.

This distribution of over 60,000 school projects in a country of some 6,000,000 population is no small promotional achievement in itself.

CADBURY'S Dairy Milk Chocolate PRODUCTION FLOW CHART



An Opinion

AS AN introduction to our discussion of quality standards, I will submit to you an opinion regarding the candy industry. You may agree or disagree with this opinion, but I will present it for your consideration.

In the past fifty years the candy industry has developed great improvements in production facilities, and has been highly successful in achieving a high rate of production per man hour. Raw material purity, sanitation, and quality control procedures have also shown tremendous improvement. Reduction in production cost have made possible greatly increased mass distribution. This has followed a pattern which has been familiar in practically all American industries during the past half century. The candy industry can be proud of the progress which has been made.

It seems to me that one blind

spot in the eyes of the collective candy industry, has been proper consideration for a most important point—consumer satisfaction—which, in the case of candy, means complete taste satisfaction.

If we look at other industries, we see great progress in developing products which more fully satisfy the consumer. Countless examples can be found in appliances, clothing, housewares and furniture, but for our example, let us consider automobiles. Think of the Ford automobile of twenty-five years ago, as compared with that of today. Appearance and performance have been vastly improved. Can we think of any candy item which has shown a parallel improvement from our consumer's viewpoint—complete taste satisfaction. I am afraid that we can think of many items where we now have less taste satisfaction—high

ingredient costs and high labor costs are usually blamed for this situation.


Obviously, there are exceptions to this rule in the candy industry, and generally speaking these exceptions have been unusually successful. However, when we think of the industry as a whole, it is difficult to suggest the item which has been materially improved in taste satisfaction during the last twenty-five years.

When we look at other industries, we see that the American consumer has become increasingly selective in his quality choices. In the automobile industry the greatly improved Ford is not enough. Mercury and Lincoln quality ranges are available, and a surprisingly large percentage of customers select cars at these levels. At one time Sears Roebuck's sale of men's shirts were mostly work shirts at


by ROBERT WATSON, Sears, Roebuck & Co.
From a talk before the Boston and Philadelphia
Sections of the American Assn. of Candy Technologists


Coatings made with Durkee's Paramount out-perform on all counts!


Coatings made with Durkee's Paramount have excellent eating qualities and flavor  never before available.



Paramount Coatings retain high gloss  longer—resist bloom and provide greater stability. Coatings made with

Paramount are never waxy  or oily—they resist bloom under all handling conditions—regardless of weather  or season.

Durkee's Paramount XX, X, C and B produce coatings in varying degrees  of hardness to meet the specific requirements of all types of confections. For top

 performance at low cost, join the switch to Durkee's

Paramount. Ask your regular coating supplier  for more information about coatings made with Durkee's

Paramount. Durkee's trained specialists  will be glad to show you how to use these new coatings. 

DURKEE'S PARAMOUNT

One of Durkee's Famous Foods

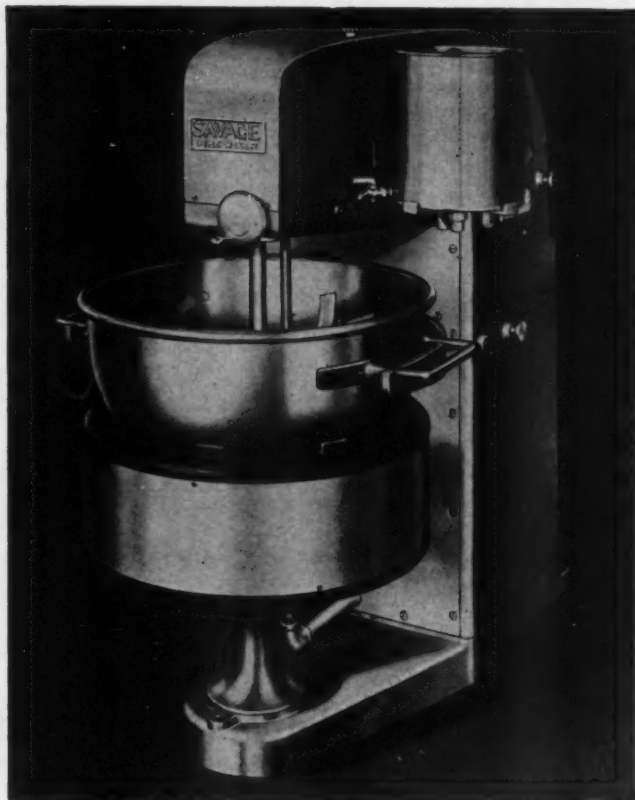


DURKEE FAMOUS FOODS . . . Elmhurst, L. I., New York • Louisville, Kentucky • Elston Ave., Chicago, Illinois • Berkeley, California

SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

- Automatic Temperature Control
- Variable Speed from 30 to 60 RPM
- Break-back within floor space 32" x 48"
- Aluminum Base and Body Castings
- Atmospheric Gas Furnace with Stainless shell
- Removable Agitator, single or double action
- Stainless Cream Can and Stainless Drip Pan
- Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

SAVAGE BROS. CO.

2638 Gladys Ave.

Chicago 12, Ill.



Since 1855

\$1.00 or less. Today our heavy demand has shifted to dress shirts of greatly improved quality at price ranges from three to five dollars. The average consumer has been educated to better qualities in most merchandise lines, and higher income rates have made this transition possible.

The candy industry is striving to obtain a larger share of the consumer's "belly," but I am afraid that we have lost sight of how selective he has become. The manufacturer-retailer has recognized this demand, but our laboratory has analyzed some of their products, and has found a definite reduction of quality within the past five years. Again high material costs are to blame.

Research and product development are common practice in many industries, and have paid off in greater consumer satisfaction and consequent increases in sales. We are certain that a similar approach within our industry will return excellent dividends, despite the problems of high material and labor costs.

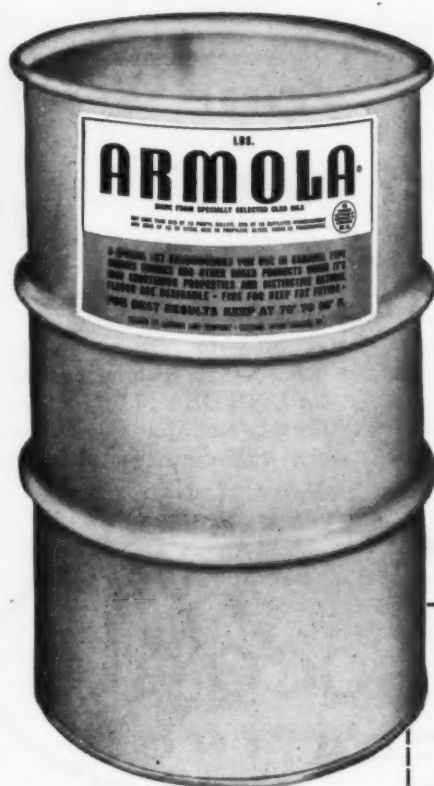
It is our opinion that the first step should be the establishment of minimum quality standards. We have shopped a few candy items which are displayed here tonight. Neither the manufacturers' nor distributors' names are indicated. We would like you to impartially examine and taste some of these items after our meeting. Do you think that the consumption of this type of merchandise will increase the consumer's craving for candy? We believe that it will have the opposite effect, and hurt the sale of other candy which is wholesome and delicious, but may look the same.

The development of minimum standards would not be particularly difficult. The problem of enforcement might be impossible of solution because of the great number and variety of candy manufacturers, and the emphasis on low cost which is constantly exercised by both the manufacturers and distributors. On the other hand, aggressive and intelligent leadership on the part of the larger manufacturers might produce surprising good results.

Candy Making Problems?

Call on Armour Technicians
to help with new formulas
to solve production problems
to make better caramel-type candy

with **NEW ARMOLA**



**The quality oil made from
specially selected food fats**

- Delicate nut-like flavor
- Improved stability—no rancidity problems
- Easy replacement . . . use 10% less in your present recipes
- Easier, quicker blending with other ingredients
- Creamy-smooth consistency with buttery color
- In drums or tank cars to suit your operation

Caramels, bar goods and nougat-type candies cut easier, improve in flavor when made with new Armola, the new type oil developed, tested and made by Armour and Company. Use Armola to be sure of a steady dependable source for the quality oils you need for your candy.

ARMOUR AND COMPANY

Refinery Sales Department • Chicago 9, Illinois

Let Armour Technicians show you how Armola has solved many production problems for candy makers . . . helped them increase sales and profits by making better candy. To get this kind of help for your operation, write Armour and Company, Refinery Division, Chicago 9, Ill.

PMCA Production Conference

Program for the two-day meeting at Franklin and Marshall College, Lancaster, Pennsylvania

Thursday, April 28th:

Moderator: Charles S. Grube, Wilbur-Suchard Chocolate Co., Inc., Lititz, Pa., Chairman, Executive Committee, P.M.C.A.

A.M.

8:30—Registration.

9:00—Invocation: C. R. Kroekel, President, Kroekel-Oettinger, Inc., Philadelphia; Chairman, Research Committee, P.M.C.A.

9:05—Greeting: Otto J. Glaser, President, Dairy Maid Confectionery Co., Inc., Philadelphia; President, P.M.C.A.

9:10—Report on P.M.C.A. Research Activities: C. R. Kroekel.

9:25—Cocoon Plastics and Their Use in Plant Maintenance: R. R. Tisdall, Manager of Plastics, Technical Service and Development, R. M. Hollingshead Corporation, Camden, N. J.

9:55—Trends in Certified Colors: Dr. Samuel Zuckerman, Tech-

nical Director, H. Kohnstamm & Co., Inc., N. Y.

10:20—Enzyme Converted Corn Syrup Symposium Advantages of High Conversion Corn Syrup to the Candy Manufacturer: F. Hanly Brock, Foods Chemist, Technical Service, A. E. Staley, Manufacturing Company, Decatur, Illinois—Moderator.

Physical and Chemical Characteristics of Enzyme Converted Syrups: John A. Kooreman, Manager Sales Service, Food Division Penick & Ford, Ltd., Inc., Cedar Rapids, Iowa. Limitations Found by Actual Experience in the Use of High Conversion Corn Syrup in the Candy Industry: John M. Krno, Vice President, Corn Products Sales Co., New York.

11:10—Recess.

11:35—Flexible Packaging in the Candy Industry: F. W. Spannagel, Sylvania Division,

American Viscose Corp., Philadelphia.

P.M.

12:05—Flavor Pattern and Flavor Profile: L. C. Cartwright, Account Executive, Foster D. Snell, Inc., New York

12:05—The Kit of Tools for Cost Control: Dr. G. Jay Anyon, Assistant Professor of Industry, Wharton School, University of Pennsylvania; Industrial Consultant, Philadelphia.

1:00—Luncheon (Served on campus)

2:00—A New, Simple System for Making Cream Centers and Fudge Continuously: William I. Gorfinkle, General Manager, J. O. Whitten Co., Inc., Winchester, Mass.

2:30—Rotary Moulding Machine in Operation: (A moving picture in color Gordon H. Wilcox, President, The Rotary Machine Co., Inc., Philadelphia.

2:55—Extruding Machines: Claude J. Covert, President, Vacuum Candy Machinery Co., New York; W. C. Smith, Jr., W. C. Smith & Sons, Inc., Philadelphia; A. Donald McCulloch, President, Harry L. Friend Company, South Boston, Mass.

4:05—Discussion.

Will she BUY your candy next time?



Of course she will—if you've kept the flavor *just right* this time. Wilbur chocolate coatings are carefully processed to enhance the fine flavor of your centers.

And what's more important—you can count on Wilbur chocolate coatings being just as good next week, next month or next year, for UNIFORMITY is a special feature of Wilbur. You can be sure that every shipment of your Wilbur coatings will be uniform in color, flavor, viscosity and character.



Give your candies that
"Let's have another" taste

WILBUR SUCHARD CHOCOLATE CO., INC. • LITITZ, PA.



Phil-

avor
Ac-
D.

Cost
nyon,
of
hool,
ania;
hila-

pus)
for
and
liam
nger,
Win-

e in
pic-
Wil-
tary
adel-

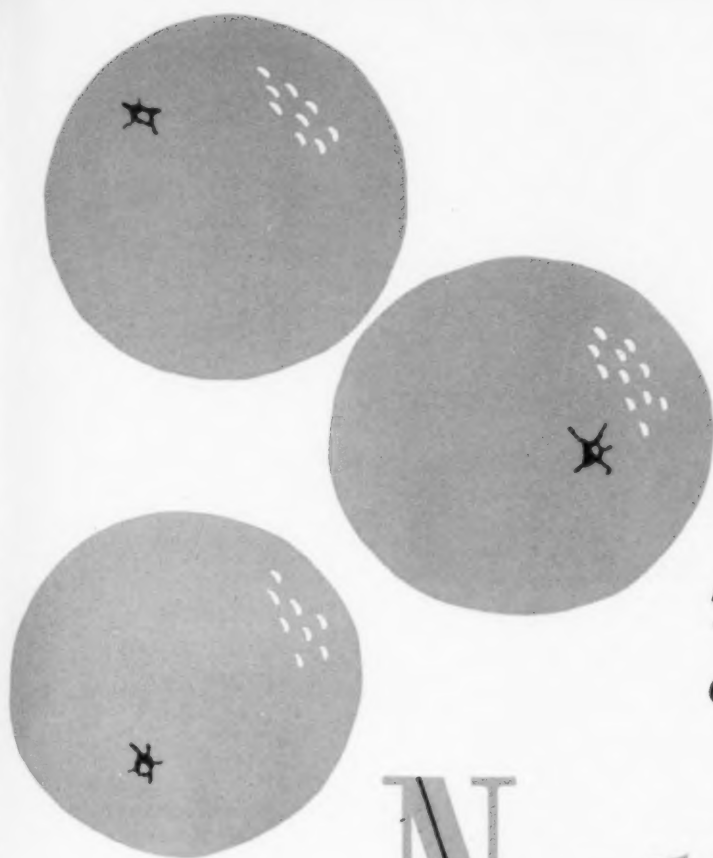
au-
uum
New
7. C.
hila-
Cul-
L.
Bos-

to

n
k,
e-
-
r,

FA.

NER



*Technical help
on color formulas*

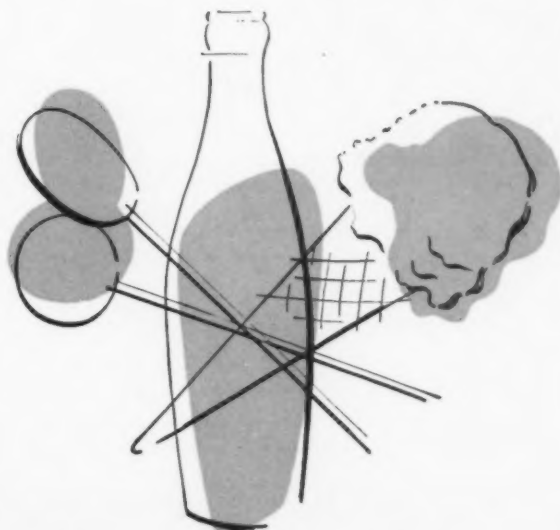
National

C E R T I F I E D

FOOD COLORS

For many years we have been helping manufacturers to achieve taste-tempting colors in foods and beverages. National Food Color laboratories are staffed with technicians versed in food chemistry as well as color technology.

Whether you are formulating a color for a new product or re-formulating shades of your existing line, we will be pleased to work with you to develop colors with maximum display value and appetite appeal for your foods or beverages.



CERTIFIED COLOR DIVISION

NATIONAL ANILINE DIVISION

Boston

Charlotte

Chicago

ALLIED CHEMICAL & DYE CORPORATION • 40 RECTOR ST., NEW YORK 6, N. Y.

Philadelphia

Portland, Ore.

San Francisco

Toronto



5:00—Adjournment.

7:00—The Pennsylvania Manufacturing Confectioners' Association Dinner (Dress Informal) Hotel Brunswick, Lancaster, Pa., Pennsylvania Dutch Dinner.

Hans F. Dresel, Representative, Felton Chemical Co., Philadelphia, Chairman, Ninth Annual Production Conference.

Otto J. Glaser, President, Dairy Maid Confectionery Co., Inc., Philadelphia, President, P.M.C.A., Toastmaster.

—Address: Philip P. Gott, Presi-

dent, National Confectioners' Association, Chicago.

Friday, April 29th:

Moderator: I. Harry Goldenberg, Goldenberg Candy Co., Inc., Philadelphia; First Vice President, P.M.C.A.

A.M.

8:30—Registration.

9:00—Report on National and International Research in the Candy Industry: Dr. S. M. Cantor, Sidney M. Cantor Associates, Consulting Chemists, Ardmore, Pa.

9:30—Chocolate Symposium:

Introduction, Fred W. Greet, J. W. Greer Company, Wilmington, Mass.

Enrobing Chocolate Preparation of Centers, Clifford Clay, Research Director, Stephen F. Whitman & Son, Philadelphia.

Enrobing Technique, Sam Goldstein, Assistant Plant Superintendent, Loft Candy Corporation, Long Island City, N. Y.

Cooling Tunnel, A. T. Newth, The Nestle Company, Inc., White Plains, N. Y.

10:45—Recess.

11:00—Tempering of Chocolate; Tempering of Confectioners' Coating: Norman W. Kempf, Manager of Chocolate Development, Walter Baker Division, General Foods Corporation, Dorchester, Mass.

11:40—Common Errors Made by Candy Makers: James A. King, The Nulomoline Division; The American Molasses Co., New York.

P.M.

12:10—Discussion.

1:00—Luncheon (Served on campus)

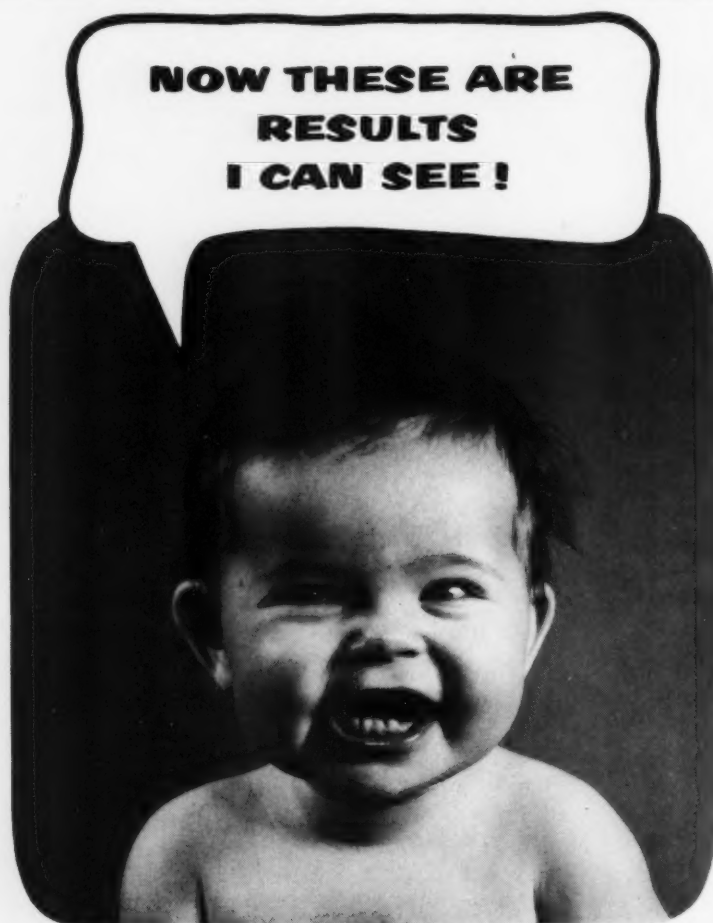
2:00—Round Table Discussion: Directed by James A. King.

5:00—Adjournment.

Beich Bros. of Chicago have added another flavor to their line of caramels. This flavor is Chocolate Malt and is packaged the same as Beich's other caramels, 160 count to retail 2 for 1¢. The new addition brings the total selection to 5 flavors—Banana, Strawberry, Lemon, Peppermint and Chocolate Malt.



Hollywood Brands, Inc. has announced a change in the Hollywood candy bar. The wrapper has been redesigned in blue and silver and its size has been increased to 2 oz. It is still priced to retail at 5¢.



Improved eye-appeal—added sales-appeal
are the results you see in products using...



Peacock Brand

CERTIFIED FOOD COLORS

Manufactured and Distributed by Wm. J. Stange Co.
Chicago 12, Illinois Oakland 21, California
In Canada: Stange-Pemberton Ltd., New Toronto, Ont.



THIS IS LIQUID SUGAR

"Must" reading
for every
sugar user!

PRICE
\$5.00

Here it is," announces your Flo-Sweet Engineer — "the first compilation of liquid sugar facts and figures to be made available to the food industries!

"This new liquid sugar manual contains technical data amassed throughout years of research by Flo-Sweet technologists. Much of it has never been published before.

"Here are some of the important subjects this valuable reference work covers: history, production, and distribu-

tion of liquid sugar; liquid sugar systems; techniques of using liquid sugar in major food industries and dozens of pages of charts, graphs and tables covering every aspect of liquid sugar use."

You can arrange with your Flo-Sweet Engineer for your copy of "This Is Liquid Sugar" — or you can obtain the book direct from Refined Syrups & Sugars, Yonkers, N. Y. Price \$5.00.

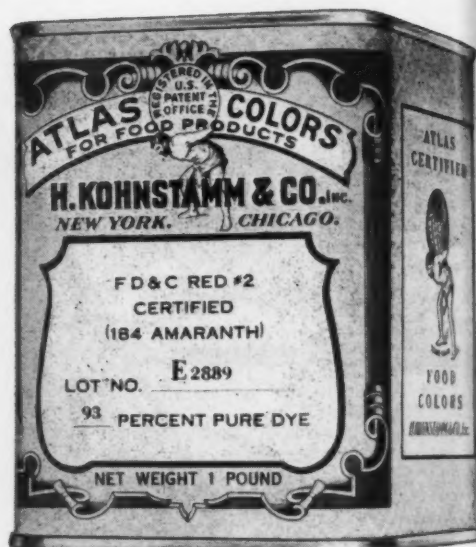
REFINED SYRUPS & SUGARS, Inc.

YONKERS, NEW YORK

FLO-SWEET
FIRST IN LIQUID SUGAR

SERVING INDUSTRIAL SUGAR USERS EXCLUSIVELY
FROM YONKERS—PITTSBURGH—TOLEDO—DETROIT

ATLAS CERTIFIED COLORS



INDUSTRY'S STANDARD FOR 104 YEARS

H. Kohnstamm & Co., Inc. produces every color in the rainbow... just the right color to enhance your products with exciting eye and buy appeal.

ATLAS Certified Food Colors, in powder, paste and cube form have superior solubility, incomparable brilliance and dependable uniformity. No wonder they have been the industry's standard for a hundred and four years.

You should send for a copy of our booklet for reference as it contains valuable information that will be helpful to you in coloring your products. Also remember that our research facilities and staff of color experts are available for consultation at all times.



H. KOHNSTAMM & CO. INC.,
89 Park Place, New York 7, N.Y.

Please send us a copy of your ATLAS FOOD COLOR GUIDE

Name

Company

Address

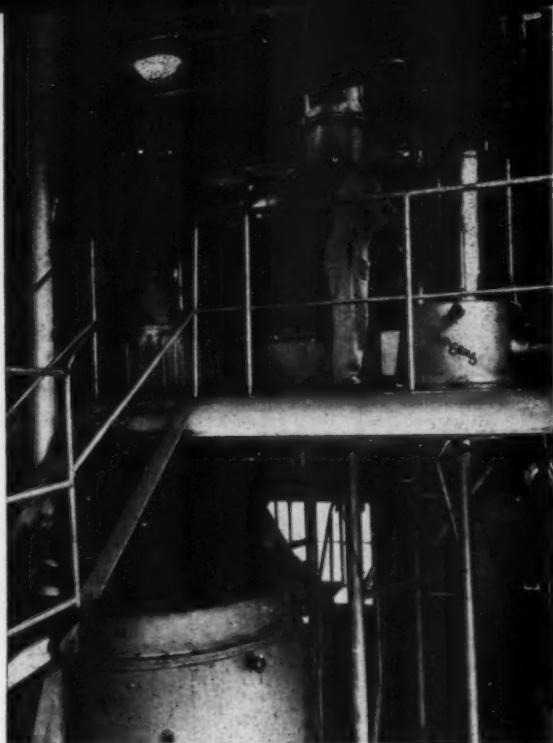
City Zone State



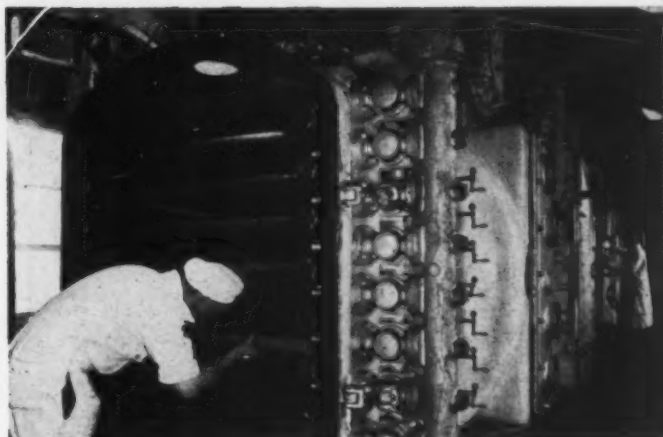
H. KOHNSTAMM & COMPANY Inc.

ESTABLISHED 1881

89 PARK PLACE, NEW YORK 7 • 11-13 E. ILLINOIS ST., CHICAGO 11 • 2632 E. 54 ST., HUNTINGTON PK., CALIF.
BRANCHES IN OTHER PRINCIPAL CITIES OF THE U. S. A. AND THROUGHOUT THE WORLD



At the left is a view of section of the Chocolate Crumb factory, showing the vacuum condensing pan, milk heater and, at a lower level, the feed kettle from which the mass is pumped to the Scott Drier. The SCOTT Continuous Band Drier is shown below from the feed end. The operator is fitting one of the eight feed-combs through which the mass is fed to the bands for final drying.



Chocolate Crumb

By M. R. LODGE, M.Sc., Chief Chemist

Urney Chocolates Ltd., Tallaght, County Dublin

DURING the last 14 years or so the manufacture of Milk Chocolate in the factories of most of the leading Chocolate Manufacturers in these islands has undergone an important change. In brief, this change is in the use of Chocolate Crumb—a product which, I think, is not very familiar to manufacturers in the United States. The purpose of this article therefore, is to let the reader know what Chocolate Crumb is, how it is made, and what advantages its use offers over other methods of Milk Chocolate manufacture.

Milk Chocolate Crumb is a compound raw material, or more accurately an intermediate product, in Milk Chocolate manufacture. It is unrefined and unconched Milk Chocolate without added cocoa butter, and consists of an intimate combination of full-cream

milk solids, chocolate liquor and sugar. This definition does not, admittedly, seem very exciting. It must be qualified by details of the method of manufacture and by a technical examination of its properties resulting from this manufacturing method, before the reader will appreciate that it does in fact represent something relatively new in chocolate technology. He will already have concluded that it must represent something different and, in the estimation of the Irish and British public, capable of making a Milk Chocolate more acceptable than that made by older methods.

As is the case with every product which is made in a number of different factories, the details of the manufacture of Chocolate Crumb vary somewhat as between one factory and another. The details given



View of the URNEY control laboratory. The instrument panel beneath the clock consists of mercury column vacuum gauges, and dial pressure gauges and thermometers registering vacua, pressures and temperatures in all the units of the Chocolate Crumb plant.

below are those which were obtained in the factory of Urney Chocolates Ltd., who have been manufacturing Chocolate Crumb for over ten years. We feel that during that time we have encountered and surmounted most of the snags and difficulties.

Fresh milk is received by road from the producers. It is inspected at our receiving depot. Organoleptic tests establish that the milk is fresh; milk which is not quite fresh to taste is immediately rejected. Provided it tastes O.K. it is sampled and the sample immediately analysed in our laboratory. If analysis confirms that the milk is in fact unadulterated full-cream fresh milk it is accepted. The milk is then pumped into stainless steel bulking tanks fitted with electric stirrers. From there it passes to a stainless steel pasteuriser. The "pasteurising" is most important because in this case it must not only pasteurise in the generally accepted sense, but it must also destroy lipase present in the milk which might otherwise cause the subsequent development of rancidity. For this reason, milk which may be insufficiently heated when starting up the pasteuriser must be deflected back to the pasteuriser feed point and passed through again. A recording thermograph fitted to the pasteuriser is a useful method of keeping the operator "on his toes." Hot milk leaving the pasteuriser is piped to stainless steel tanks of about 600 gallons capacity and in these the sugar is added (the amount of sugar depends, of course, on the final Crumb composition aimed at). It is not unusual to add the sugar in the form of a syrup, a method which has the obvious faults that water thus added must later be removed, and sugar boiled with water to form a syrup may undergo slight inversion. In the Urney factory, dry sugar is rapidly dissolved in the hot milk by means of stirrers fitted to the sugaring tanks.

The sweetened milk is condensed in two stages—the first being carried out in a stainless steel continuous vacuum pan (callandria type) to about 65% total solids, and the second in a batch type steam jacketted stainless steam pan fitted with a slow rotating stirrer to about 90% total solids. At this stage (the accurate judging of which by the pan operator is of some importance in determining the structure of the finished Crumb) the batch is dropped into jacketted mixing kettles in which it is intimately mixed with the chocolate liquor. Because of the high fat content of the resultant mixture, sucrose and lactose are forced to crystallize in micro-crystals.

Final drying of the mass is carried out in a Scott continuous band vacuum drier. This consists of eight woven metal bands carried in sliding contact over steam heated shelves; the whole being housed in a vacuum chamber. The mass to be dried is force-fed onto the bands at one end of the chamber (which is about 40 feet long) by spreading combs. It is progressively dried under high vacuum as it passes through the chamber. Provision is made for adjustment of the steam pressure in the shelves in stages, to dry the mass at a nice even rate and to avoid having it dry before it reaches the end of the run of heated shelves. This would cause protein denaturing and perhaps sugar caramelisation (a term which I am reluctant to use as it is much abused by writers on Candy and Chocolate manufacture); let us put it in plain English and say it would cause burning! The dry (less the 1% H₂O) Crumb is rough-broken by a built-in breaker and taken out at intervals through a "vacuum lock." This crumb-like product (from which no doubt the name Chocolate Crumb is derived) can be finally hammer-milled to a fairly fine powder, and bagged, preferably in a bag fitted with a moisture proof liner (e.g. polyethylene) as a low moisture product containing milk solids is, as one would expect, somewhat hygroscopic.

The writer is aware, of course, that up to a point, the method of manufacture of Chocolate Crumb overlaps to some extent that in use in some American Chocolate factories which use liquid milk. An excellent article by Mr. J. C. Musser, published in the June '54 issue of THE MANUFACTURING CONFECTIONER, deals in some detail with what he terms "liquid milk processes" for Milk Chocolate Manufacture. The point at which the essential difference crops up between these processes and the manufacture of the intermediate product—Chocolate Crumb—is the final vacuum drying of the latter. Thus, liquid milk processes as dealt with by Mr. Musser envisage the manufacture of Milk Chocolate from A to Z, using liquid milk as a raw material, in a particular factory which is fortunate enough to be located in a milk-producing area. Chocolate Crumb, on the other hand, can be made in Ireland, for example, and used in America; and the factory using it thereby achieves an advantage hitherto enjoyed solely by chocolate factories in milk producing areas. This advantage lies in the fact that milk chocolate made by any

Simple Formula

for VOLUME SALES

ALMOND ROCKY ROAD

made with Blue Diamond Almonds

According to our friends in the candy business, this is one of those items which *has everything*. Retailers tell us Almond Rocky Road is a volume seller. And production people say it's easy to make, with minimum labor cost. It's not new, but if you haven't offered Almond Rocky Road lately, try it soon. Only remember that "Blue Diamonds" are the economical almonds to use in this or any candy formula. They are double-sorted . . . free from dust, foreign particles and bitters . . . with *controlled* minimum moisture content. Our quality controls means less shrinkage, lower sorting and handling costs in your plant. Write for prices and samples of whole or processed almonds.

Blue Diamond ALMONDS

CALIFORNIA ALMOND GROWERS EXCHANGE
Sacramento, California

Sales Offices: 100 Hudson St., New York 13, and 549 W. Randolph St., Chicago 6

BLUE
DIAMOND
BRAND

Here's your
formula



25 lb. white Marshmallow
15 lbs. milk Chocolate
6 lbs. diced-roasted
almonds*

Place melted chocolate in large kettle. Add almonds and marshmallow. Mix thoroughly and pour in wooden trays lined with paper. Let set and cut to desired size.

* or Blue Diamond whole-and-broken, roasted and chopped coarsely.

liquid milk process has a flavour which is superior to milk chocolate made from milk powder. The user of Chocolate Crumb, however, enjoys other advantages:

1. Provided the Crumb has been made to contain sugar, milk solids and cocoa mass in the same proportions as he requires in his Milk Chocolate (and this can always be arranged) he merely has to refine and conche, using the usual amount of cocoa butter, emulsifier and flavouring; it is obviously an advantage to have three of his raw materials condensed into one—i.e. Chocolate Crumb.
2. The sugars in Chocolate Crumb have, as already mentioned, a microcrystalline structure. Crushing a piece of Crumb under the flat end of a pencil will immediately break it down to a max particle size of about 100 microns. A crystal of sugar similarly treated will not disintegrate to anything like the same extent; thus refining of Chocolate Crumb can be expected to cause less wear on Chocolate Refiners than the refining of a mixture containing ordinary sized sugar crystals.
3. Vitamins and antioxidants naturally present in the fresh milk used in Crumb, owing to the fact that low temperature vacuum drying is employed throughout, are not destroyed to anything like the same extent as in roller dried milk powder. Thus, a high food value and a more stable fresh flavour are assured.

4. The danger of oxidative rancidity developing in the chocolate is minimised by the use of stainless steel throughout the Crumb manufacture. The use of copper or milk steel plant would promote oxidative rancidity. Tinned copper is a risky material as the tin coating wears off in spots with time—thus exposing copper.
5. Under similar conditions of storage, Chocolate Crumb will keep longer than milk powder. There are several reasons for this. The relatively stable cocoa butter acts as an enveloping medium for the milk solids (including the readily oxidisable milk fat) thus preventing atmospheric oxidation. The non-fatty cocoa solids present also act as a powerful anti-oxidant. Properly manufactured Chocolate Crumb will in fact keep in excellent condition for at least twelve months.

The writer will be glad to send sample of Milk Chocolate made from (a) Crumb, (b) Spray Dried Milk Powder, and (c) Roller Dried Powder, to those who are interested. Write to M. R. Lodge, Urney Chocolates, Ltd., Tallaght County, Dublin, Ireland. These samples are similar in composition, conching time, conching temperature, etc. But, if one accepts that a fresh milk flavour is desirable in Milk Chocolate, the order of merit of the three samples is:

1. Crumb
2. Spray Dried
3. Roller Dried.

—The end



MERCKENS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue, Buffalo 7, New York

BRANCHES AND WAREHOUSE STOCKS IN

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE



**FOOD
INDUSTRY
DIVISION**

ATLAS

CHEMICALS DEPARTMENT
ATLAS POWDER COMPANY
WILMINGTON 99, DELAWARE

ATLAS POWDER CO., CANADA, LTD.
BRANTFORD, CANADA

SORBITOL* makes good candies BETTER

*A NEW WHOLESOME FOOD INGREDIENT

Sorbitol in your candy recipes can give you several exclusive advantages.

Candies taste better longer. A true humectant, sorbitol stabilizes moisture content . . . helps you make products that retain their softness and texture longer.

Production savings. Sorbitol lets you make weekend holdovers in starch molds . . . enables you to make high quality seasonal products that will retain their quality even when made in advance.

Special effects. Sorbitol makes white centers whiter . . . frappés lighter . . . fudges and caramels creamier.

A nutritive, functional food ingredient found in many fruits and plants, sorbitol is made by Atlas from refined corn, cane and beet sugars. For samples and technical data, write to Atlas today.

TRY THIS SORBITOL RECIPE FOR CAST MARSHMALLOW

Cast marshmallow made with sorbitol has better texture and improved softness retention.

Gelatin (225 bloom) . . . 1 lb. 12 oz.
SORBO®—sorbitol solution . . 14 lbs.
Corn syrup 21 lbs. 8 oz.
Granulated sugar 41 lbs. 8 oz.
Water (1) 7 lbs.
Water (2) 14 lbs. 8 oz.

Mix gelatin with 7 lbs. of water and set aside. Place 14½ lbs. of water in a kettle, add sugar, mixing and heating, but do not boil. Turn off heat and add Sorbo and soaked gelatin. Mix until gelatin is completely dissolved. Beat until white.

For other recipes and technical information, write for your copy of the 22-page booklet, "Sorbitol in Confections."



For the **BEST** in Vegetable Oils



Especially Processed for the Confectioner

Constant laboratory control...consistent high quality!

THE BEST FOODS INC.

NEW YORK • CHICAGO • DALLAS • SAN FRANCISCO

st

y!

IONER



P
—
M
C



candy packaging

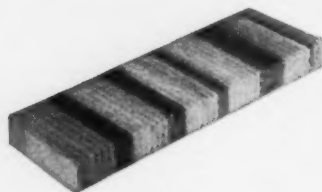
**Research on Candy
Packages**

New Packages

PUBLISHED BY

**THE
MANUFACTURING
CONFECTIONER**

FEBRUARY, 1955



Which of these successful solutions fits your wrapping problem?

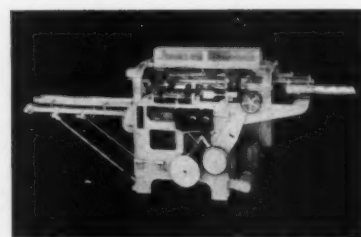
There is a wide range of products in a variety of shapes and sizes, that can be handled at higher speed, as a result of Battle Creek's "Continuous Flow" operation principle. And there is no crushing or breaking. Battle Creek machines can handle products in boats, cartons or flat cards . . . or loose. Battle Creek "Continuous Flow" machines use all types of wrapping materials, self-sealing Cellophane, wax papers, foils and other materials with equal ease. You will find the Battle Creek machine that you select will economically fit your operation to a "T" . . . yet is versatile enough to meet present or future changes in products or production methods.

write for complete illustrated catalog



BATTLE CREEK packaging machines, inc.

600 MERRILL PARK
BATTLE CREEK, MICH.

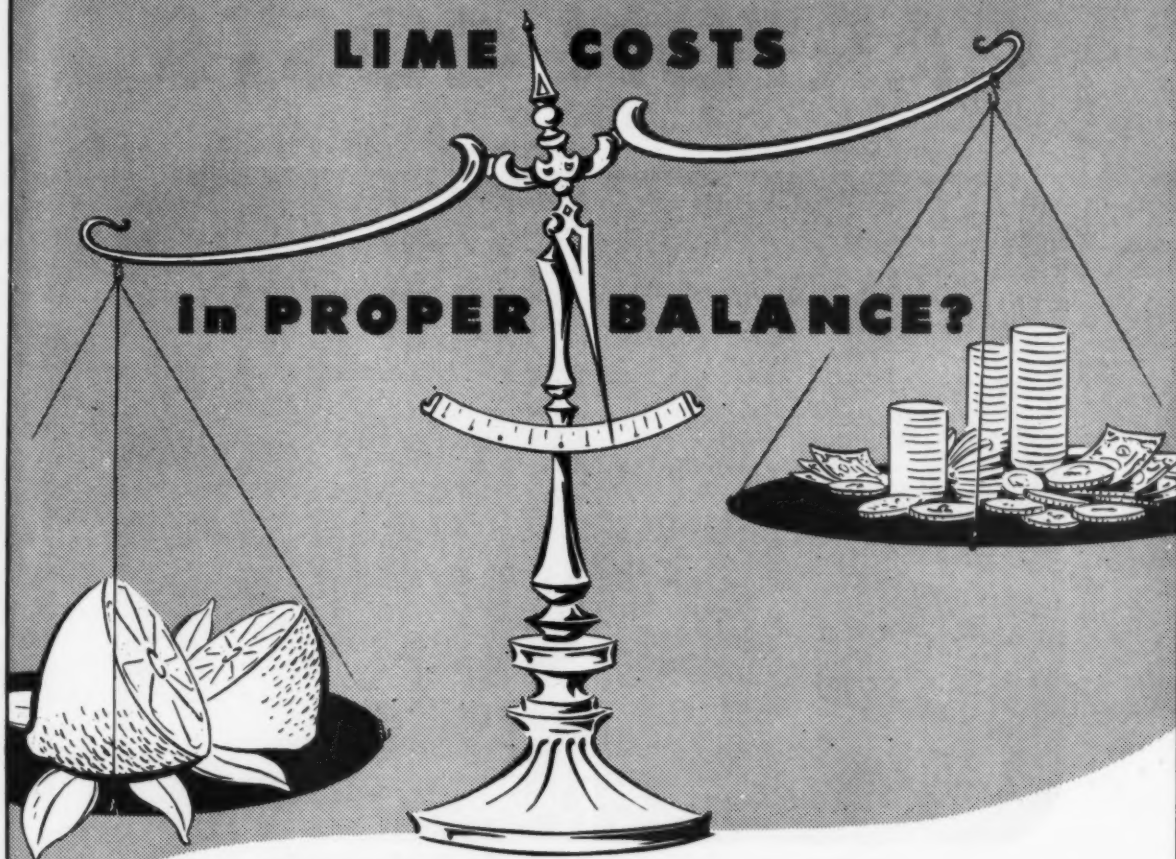


THE MODEL FW-35

Typical example of Battle Creek "Continuous Flow" versatility. The Model FW-35 handles packages ranging in size from 1½" to 5" wide, 2" to 10" long, and ¾" to 2½" high, at speeds up to 100 packages per minute. An intermittent stream of cartons can be fed from a previous packing conveyor without an operator. Boats, trays and cartons are all successfully wrapped by the Model FW-35.

ARE YOUR LEMON AND LIME COSTS

IN PROPER BALANCE?



**IMITATION LIME OILS
IMITATION LEMON OILS**

CAN BALANCE YOUR FLAVOR BUDGET...

THEY CAN ...

- Be used alone when economy is your prime problem.
- Act as extenders when natural oils are high in cost.
- Help you meet competition in certain areas.
- Replace the natural oils on a pound for pound basis.

All these budget and flavor balances are assured you when using P & S IMITATION CITRUS OILS, because they have been perfected by master flavor craftsmen.

If you are interested in obtaining the most for your flavor dollar, write for free samples today.

THEY WILL NOT ...

- Sacrifice your quality for economy.
- Impart a harsh, synthetic taste.
- Become rancid or "terpeney."
- Lose their strength through high cooking or baking temperatures.

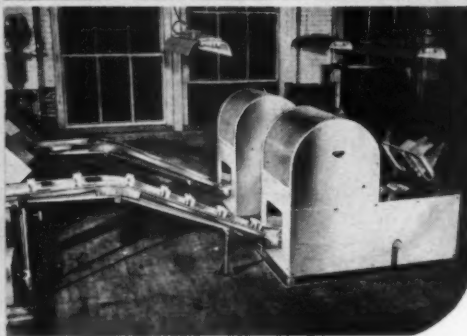
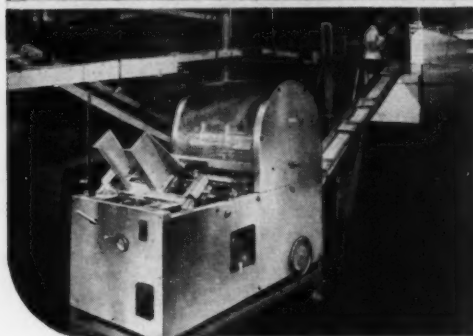
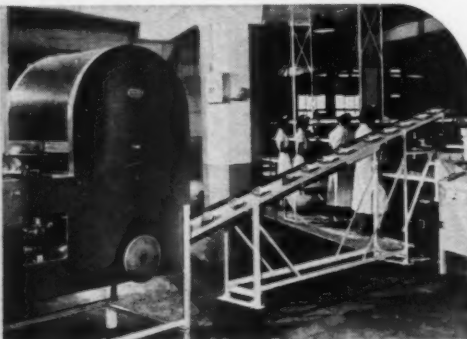
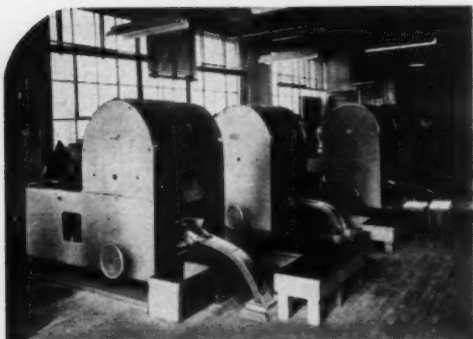


I N C O R P O R A T E D
667 WASHINGTON ST., NEW YORK 14, N. Y.
CHICAGO • DETROIT • LOS ANGELES • TORONTO

QUICK WAY TO CUT CARTON COSTS

Cracker Jack Co.

Sawyer Biscuit Div. United Biscuit Co.



Mars, Inc.

Gillette Safety Razor Co.

Make 'em in your own plant

Manufacturers in many fields are installing our Model PA carton former because of the substantial savings it makes. Often pays for itself in *less than a year through savings on material costs alone.*

With this machine, you simply buy die-cut cardboard blanks—far cheaper than finished or hand-set-up cartons. The machine forms the blanks and glues them at speeds up to 100 a minute. Requires so little supervision that in some plants one person takes care of several PA machines. It is adjustable for different sizes and delivers the cartons right-side-up so they can be conveyed automatically to filling stations.

Makes many types of cartons

It is likely that the cartons you are now using, with slight modifications, can be replaced by economical, attractive and sturdy PA-made cartons. We'll be glad to submit samples for your approval.

Literature on request

NEW YORK PHILADELPHIA BOSTON CLEVELAND CHICAGO MINNEAPOLIS ATLANTA
DALLAS DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO MEXICO, D.F.

**PACKAGE
MACHINERY COMPANY**
SPRINGFIELD, MASSACHUSETTS

PROTECTED
by **Riegel**



"PIPS"—A NEW PENNY SOFT DRINK POWDER BY CUMBERLAND PACKING CO.—USES RIEGEL'S POUCHPAK, A LAMINATE OF SPECIAL POUCH PAPER AND PRINTED FOIL, HEAT-SEAL COATED, RUN AT HIGH SPEED ON A PNEUMATIC SCALE TEA-BAG MACHINE.

More than 600 Riegel Papers are now proving their value for many of the nation's best-selling brands. It is the greatest variety of packaging papers available from any one source.

Somewhere among this wide selection you may find a better or more economical paper to protect your product. If we don't have just what you want, we can usually "tailor-make" a new paper to your specifications.

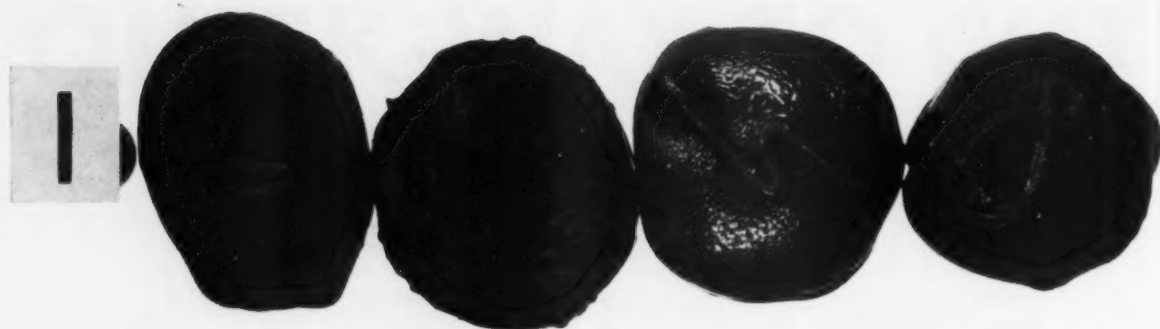
Write us now and tell us what you want paper to do for you. Riegel Paper Corporation, P. O. Box 170, Grand Central Station, New York 17, N. Y.

Tailor-made Packaging Papers

Riegel

GLASSINES AND GREASEPROOFS

Plain • Waxed • Printed • Lacquer-Coated • Laminated



that bloomin' bloom

The Effect of Packaging and Storage
Conditions on Chocolate Covered Candies

E. K. HEATON, BARBARA G. COWAN and J. G. WOODROOF
*Georgia Experiment Station, Experiment, Georgia**



Fi
choc
stor
suga
mal.

It
choc
be k
with
vide
ketin
facto
ing
ods
ditio
Re
effec
eatin
ered
them
Moi
ages
or l
conc
remo

A
to d
finis
certa
as o
boxe
piec
(b)
temp
(c)
coat

Met
In
one-
cove
man
choc

Expe
This
Serie
†
Conf
Refr
orad

for

Figure II. A close-up of chocolate-coated candies after storage showing (1 and 2) sugar bloom, and (3) normal.

IT IS highly desirable to handle chocolate candies so that they can be kept in storage several months without change in order to provide an even production and marketing schedule. Two of the major factors which determine the keeping qualities of candies are methods of packaging and storage conditions.

Refrigeration is recognized as an effective means of retaining the eating qualities of chocolate-covered candies and of protecting them from fat bloom (graying). Moisture-vapor-proof, sealed packages are essential to prevent gain or loss of moisture and prevent condensation of moisture upon removal from refrigerated storage.

A series of tests were conducted to determine the influence on the finish of chocolate candies of (a) certain packaging materials used as overwraps and inner liners for boxes, and wraps for individual pieces of candies and candy bars; (b) storage conditions, including temperatures and humidities; and (c) types of candies, including coatings and centers.

Methods

In these tests a total of 360 one-pound boxes of chocolate-covered assorted candies from five manufacturers and a total of 1,920 chocolate-covered bars from six

manufacturers were used. All boxes of assorted candies were overwrapped with cellophane when received, had a 1/16-in. cushion and each piece of candy was in a fluted chocolate-colored glassine cup.

The initial overwrapping material was replaced on 54 boxes of the chocolate-covered assorted candies, shown in Table I and Fig. 1, from each manufacturer, leaving nine unwrapped boxes of each as checks, after storage; and nine used for the initial examination. The replacement overwraps consisted of nine wraps each of (a) aluminum foil, 0.00035 gauge; (b) cellophane, 450 MSB 3; (c) cellophane, 300 MSAT 53; (d) polyvinylidene chloride film (saran) 75 gauge; (e) glassine, #500; and (f) polyethylene, 0.001 gauge. All wrapping materials were heat sealed except the glassine and saran, these were sealed with tape.

The six types of candy bars (five chocolate-covered and one solid milk chocolate, shown in Table II) were received in chip-board boxes packed 24 bars per box. All of the bars had individual wrappers of glassine except one type, chocolate-covered mint fon-

dant, which was wrapped in aluminum foil. Six boxes of each type of bar were overwrapped, three with 0.00035-gauge aluminum foil, three with a 20-lb. waxed paper and three boxes of each remained without overwraps, as checks. The wrappers of individual bars from two additional boxes of each type were replaced with each of the materials listed and the bars were then repacked in boxes containing eight bars wrapped in foil, eight in waxed paper and eight in the original manufacturer's wrap. In the case of the mint-fondant bars, originally wrapped in foil, the replacement wraps were waxed paper and polyethylene. No overwrap was used on the boxes containing these bars.

Three boxes of each type of overwrap for each of the assorted candies and one box of each of the various types of wraps and overwraps for the bar candies were placed in storage at (a) zero deg. F., (b) 35 deg. and 50% relative humidity and (c) 70 deg. F., 50% relative humidity. The assorted candies were examined after one, two and six months; and the bars were examined after two and four months. Boxes containing the bars were rewrapped for further

TABLE I—THE NUMBER OF TYPES AND PIECES OF DARK AND LIGHT CHOCOLATE CANDIES PER BOX AND DESCRIPTION OF THE MANUFACTURER'S PACKAGE FOR CHOCOLATE-COVERED ASSORTED CANDIES

Identity	Types	Candy				Covering of box	Package	
		Top layer		Bottom layer			Inner liner	Padding
		dark pieces	light pieces	dark pieces	light pieces			
1	24	13	11	8	13	Signature-embossed aluminum foil	Signature-embossed aluminum foil	Single-ply embossed tissue laminated to glassine
2	27	26	5	16	7	Aluminum-foil lid, paper on bottom	Signature-embossed glassine	Single thickness of tissue laminated to glassine
3	26	13	15	13	15	Printed paper	Printed paper	Three thicknesses of embossed tissue laminated to glassine
4	16	9	9	8	7	Aluminum-foil lid, on black paper bottom	Cellophane pad, on top only	Foil laminated to corrugated board
5	19	9	8	8	7	Printed paper	Embossed glassine	Six-ply Kemcel laminated to glassine

* The authors are with the Georgia Experiment Station, Experiment, Ga. This is Georgia Paper No. 272, Journal Series, Georgia Experiment Station.

† Research sponsored by the National Confectioners Assn., Chicago, and the Refrigeration Research Foundation, Colorado Springs, Col.

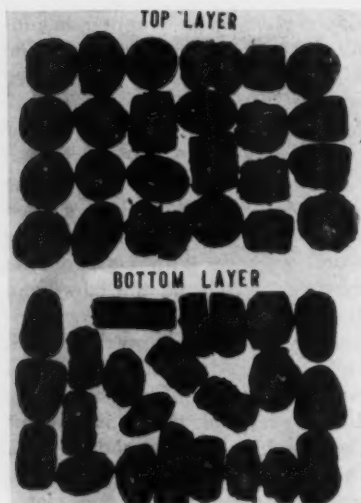


Figure I. The arrangement of pieces of candy, as received, on each the top and bottom layer of a one-pound box with all packaging material removed.

storage after the two months' examination.

At the first examination, the boxes of assorted candies were removed from storage, wrapped in brown paper with a confectioner's fold and held for 24 hrs. at 75 deg. F. and 75% r. h. before opening. As there was no evidence of condensation or dulling of the finish, the boxes were rewrapped as before and returned to the respective storage conditions for 36 hrs., after which they were again removed, held for five hours at 75 deg. and 90% r. h. without brown-paper overwrap and opened for examination. Since evidence of condensation was found only in the boxes with no overwrap, it was concluded that the additional brown paper was unnecessary and it was omitted at all subsequent examinations of both assorted and bar candies. At every examination the surface of each piece of assorted candy and each candy bar was observed under 5x magnification with special lighting to determine relative amounts of (a) moisture condensation or sugar bloom—crystallization of sugars on the surface—resulting from moisture condensation, as shown in Fig. 2; (b) hard-fat bloom—fats which migrated to the surface and solidified, (c) soft-fat bloom—fats remaining liquid at room temperature and producing an oily sur-

face and (d) cracking, observed only after storage at zero deg. F. and apparently due to expansion in freezing.

Flavor evaluations were obtained by a panel of five persons who scored each piece of candy at each examination period.

Results

The most significant results of the various tests were that no damage occurred to the candies from condensation when moisture-tight boxes were used. In numerous tests both assorted candies and bars were removed from zero deg. and 35 deg., without step-by-step tempering, to 70 deg. F. at 50 to 90% r. h., where condensation on the outside of the packages was profuse during the warm-up period. Moisture or evidence of moisture damage to the candies was found only in boxes which were opened before they had reached 70 deg. F., or in those constructed of materials which allowed moisture to penetrate from outside.

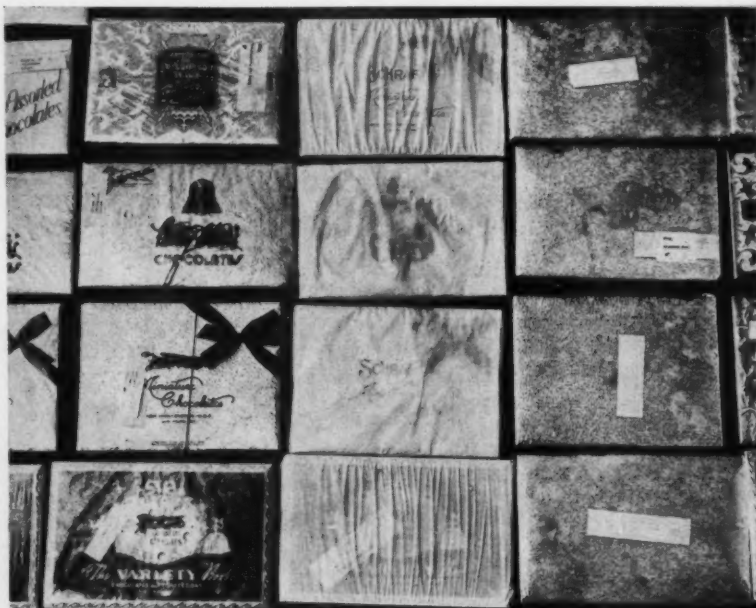
Moisture-tight packaging was the determining factor in protect-

ing refrigerated candies from moisture damage.

The behavior and efficiency of the various packaging materials were:

Aluminum foil. Boxes of candy overwrapped with aluminum foil collected more moisture condensation on the outside of the packages than boxes overwrapped with other materials when removed from refrigerated storage. The particles of moisture were at first microscopic, but within a short time they coalesced to form drops of increasingly larger size, as shown in Fig. 4, until some of the condensate ran off the boxes. Since there was no penetration of moisture into the foil, evaporation was rapid and boxes overwrapped with this material were among the first to dry off. This moisture condensation and drying on the surface of the package caused no injury to the boxes, matting, paper liners, individual paper cups or candy. Similar results were obtained when aluminum foil was used to wrap individual bars or pieces of assorted candies.

Figure IV. Condensation of moisture on one-pound boxes of candy removed from 0° to 70° F. and 90 per cent r. h. (Left) Boxes wrapped in saran. Condensation collected in droplets on the overwrap without penetrating to the box of candy. (Center) Boxes wrapped in glassine which absorbed part of the condensation while some of it penetrated the overwrap causing sugar bloom on the candy. (Right) Boxes wrapped in aluminum foil, condensation collected in droplets on surface without penetrating to the box or candy. Boxes wrapped in polyethylene and cellophane behaved similarly to those wrapped in saran.



ois-

of
ials

ndy
foil
nsa-
ack-
with
ved
par-
first
hort
rops
as
the
ince
ois-
was
with
first
len-
face
jury
ners,
ndy.
hen
vrap
as-

dy
in
ne-
ich
er-
mi-
ng
ved



ONER



les



... and you'll be surprised how quickly they slip by! That's why we suggest that the time to plan your Christmas promotions with Milprint lithography is *now* ... while the season is still fresh in your memory ... before those good ideas that came too late for last year are forgotten for next!

Let Milprint's talented artists and printing craftsmen help you beat the Christmas rush this year, with ideas, with sharp, colorful, precision-printed lithography that attracts customers faster ... with creatively planned and quality-produced seasonal promotions that sell harder!

Call Your Milprint Man—First!

less than 306^{} planning days till CHRISTMAS*

** If you don't work on Sunday*



24-Can Overwrap



Sleeves & Cartons



Die-cut Carton



Carton



Holiday Band



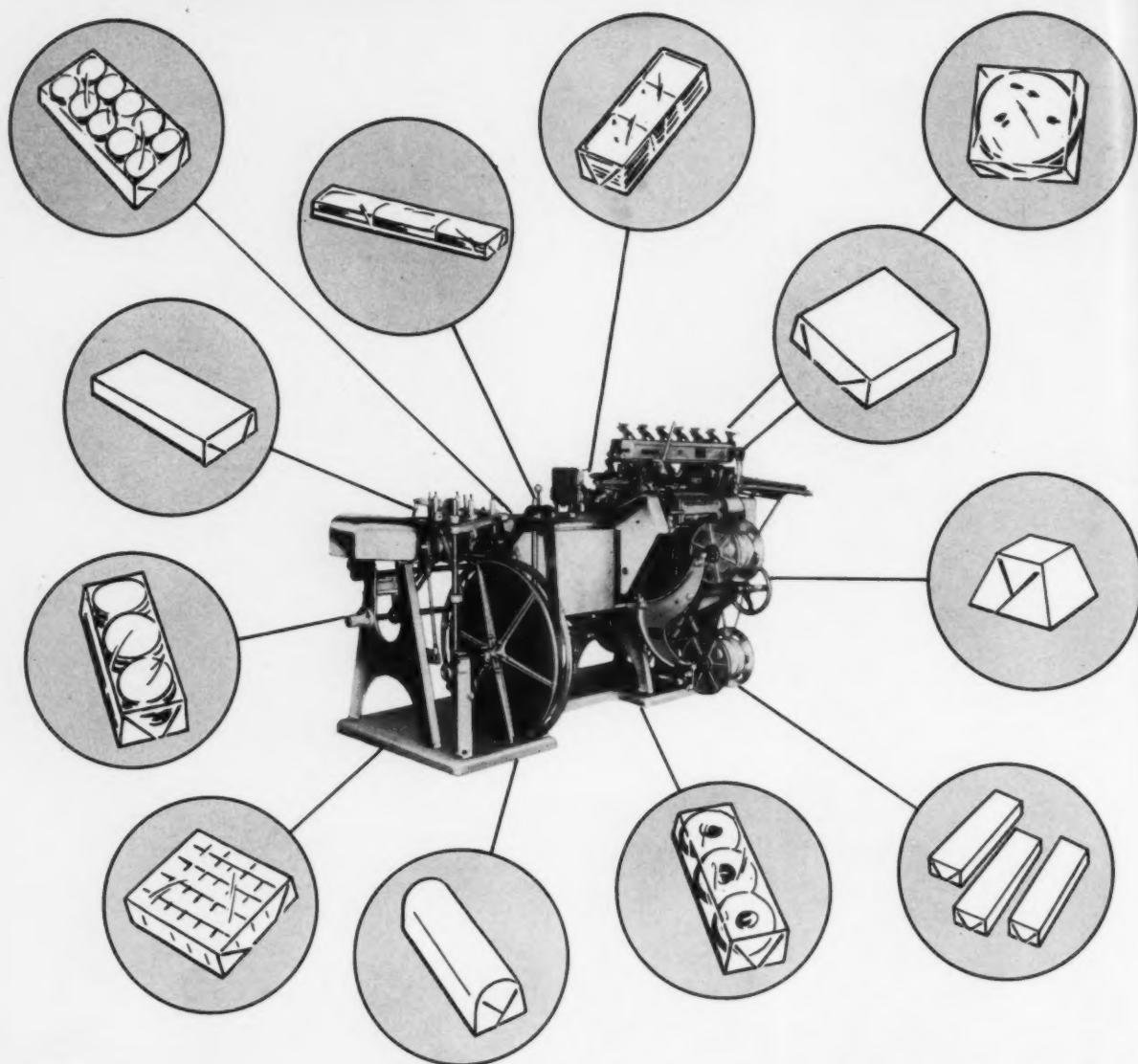
Greeting Card



General Offices, Milwaukee, Wisconsin
Sales Offices in Principal Cities

This insert printed by Milprint, Inc. *Reg. U.S. Pat. Off.

Printed Cellophane, Pliofilm, Polyethylene, Saran, Acetate, Glassine, Foils,
Folding Cartons, Bags, Lithographed Displays, Printed Promotional Material.



VERSATILE *partner for profits*

the *economical* answer to candy wrapping problems

Illustrated above are but a few of the many types of candy packages wrapped on the versatile Lynch Wrap-O-Matic Model PB. Irregular as well as standard shapes, single or multiple pieces are neatly, attractively

wrapped for maximum sales appeal. The Model PB assures packaging economy with production speed, lowered scrap loss and manpower needs. Precision engineered by Lynch for dependable production.

Write to Dept. MC for details.

ANDERSON, INDIANA

LYNCH
CORPORATION
PACKAGING MACHINES

Branches: New York • Toledo
Chicago • San Francisco
Los Angeles • Atlanta • Dallas
Toronto — Export Dept.: 13 East
40th St., New York 16, N. Y.

Cellophane, polyethylene and saran. The behavior of polyethylene and saran was practically the same as that of aluminum foil. Both the medium and heavy grades of cellophane adequately protected boxes and individual pieces of candy, but the cellophane itself showed signs of wrinkling and shrinking as a result of the condensation and subsequent evaporation of moisture.

Waxed paper. Waxed paper, used as a box overwrap or wrap for individual candy bars, retarded but did not completely prevent migration of moisture vapor. Hence, the net gain from use of the paper was a decrease in the amount of moisture damage to the boxes and individual bars, but in no instance was it considered an adequate protection against sugar bloom.

Glassine. Boxes overwrapped with #500 glassine absorbed the condensate without the formation of droplets, resulting in severe wrinkling and stretching of both the wrapping material and the outer surfaces of the boxes. The appearance of the boxes was greatly impaired as long as they were damp, but improved on drying. The period required for complete drying was much longer than with foil, polyethylene, saran or cellophane.

Glassine afforded little or no protection when used as a wrapper for individual pieces of assorted candies; in practically all instances of sugar bloom from condensation it was impossible to differentiate pieces which had been wrapped in glassine from those which had been left unwrapped. The same was true of bars wrapped in single or double layers of glassine, even when one layer was lightly waxed, but a wrapping of glassine covered with a sleeve of heavy printed kraft effectively prevented damage from condensation. In the latter instance, it is probable that the kraft paper sleeve acted as a blotter to absorb moisture which otherwise would have penetrated the glassine and resulted in bloom on the surface of the bar.

No wrap. Boxes with no overwrap absorbed the condensate and

Figure V. The essential features of a package for protection of assorted candies from sugar bloom: (1) Overwrap with sealed edges, which protects box and contents against gain or loss of moisture; (2) Chipboard box, telescope style, with extended edges, protects the candy from mechanical injury during handling; (3) Cushion in lid which protects box and candy from mechanical injury and adds insulation; (4) Padding tissue with high moisture absorbing properties, protects both end and side folds, provided if suitable overwrap candy; (7) Individual wrapper from candies; and (8) Candy from rubbing together.

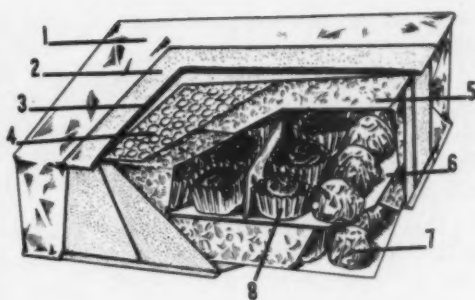


TABLE III—RELATIVE AMOUNT OF SUGAR BLOOM (WEIGHTED MEAN) ON CHOCOLATE-COVERED ASSORTED CANDIES WHEN THE BOXES WERE OVERWRAPPED WITH DIFFERENT MATERIALS, STORED FOR SIX MONTHS AT 0 AND 35° F., AND CONDITIONED AT 70° F. AND 85% RELATIVE HUMIDITY FOR 5 HRS. BEFORE OPENING

Over- wrapping materials	Storage tempera- ture, deg. F.	Candy identity†						
		2		3		5		
		Pieces affected,	Bloom rating*	Pieces affected,	Bloom rating*	Pieces affected,	Bloom rating*	
		Top Layer						
Unwrapped	0	86	4.0	61	2.7	93	7.0	
	35	54	2.0	0	—	93	4.0	
Glassine	0	86	3.0	61	2.6	93	4.0	
	35	66	1.0	0	—	93	1.0	
Aluminum foil	}							
Cellophane		0	0	—	0	—	0	—
Saran		35	0	—	0	—	0	—
Polyethylene								
		Bottom Layer						
Unwrapped	0	0	—	0	—	87	2.0	
	35	0	—	0	—	0	—	
Glassine	0	0	—	0	—	13	2.0	
	35	0	—	0	—	0	—	
Aluminum foil	}							
Cellophane		0	0	—	0	—	0	—
Saran		35	0	—	0	—	0	—
Polyethylene								

* Based on an intensity of 0 to a maximum of 10.

† See Table I.

became damp without the formation of droplets on the surface. Drying was slow, and the interior packaging material, as well as the candy, showed varied degrees of injury from having been moist.

Assorted candies

Manufacturers' packages for chocolate-covered assorted candies protected the product from sugar bloom.

The essential features of an adequate package, as shown in Fig. 5,

were incorporated by the manufacturers in most of the candy boxes used in these tests, and they gave adequate protection against moisture condensation and/or sugar bloom when candies were removed from storage at 35 or zero deg. F. Sugar bloom did not occur when moisture-proof packages were used, when moisture-absorbing tissue, cups, or trays were placed over or directly beneath the candy, or when individual pieces were

wrapped in moisture-proof materials.

The amount of sugar bloom on the assorted candies wrapped in the various materials after storage for six months is shown in Table III and in Fig. 3.

Almost identical data were obtained following two months' storage. These results show that sugar bloom was effectively controlled in boxes of candy overwrapped with aluminum foil, moisture-proof cellophane (which was used by the manufacturers), polyethylene or saran; but it did occur on candy in boxes overwrapped with glassine or with no overwrap. Boxes of candy exposed at 75 deg. F. and 85% r. h. with lids removed showed that fold-over inner liners of aluminum foil, polyethylene, saran or cellophane afforded much greater protection to the candy than similar inner liners of printed kraft paper, which were in turn more effective than inner liners of glassine. Foldover aluminum-foil box liners were about eight times as effective in preventing condensation on candies as laminated aluminum-foil pads cut to fit the box.

Condensation on boxes of candy removed from zero deg. F. was about 10 times that on boxes removed from 35 deg. F. These increased amounts of condensate required longer periods for evaporation, but the final effects were about the same. Although the same numbers of pieces were affected by moisture condensation from 35- and zero-deg.-F. storage, the amount of sugar bloom on pieces removed from 35-deg.-F. storage was less. When condensation occurred, it was always worse on the pieces or bars near the corners or edges of the boxes. Pieces of candy protruding above the edges of the fluted cups had more condensation than those which did not.

One undesirable feature of the boxes containing assorted candies was the presence of extended bases and tops. These left the overwraps unsupported around the sides of the boxes, with the result that it was necessary to exercise extreme care in handling to pre-

vent tearing of the wrapping material. Aluminum foil, waxed paper and glassine were especially susceptible to damage from this cause, as they did not have the "stretching" properties of the film materials.

Candy bars

Two of six manufacturers' packages adequately protected chocolate-covered candy bars from sugar bloom.

Four of the six types of chocolate-covered candy bars were damaged by moisture condensation when removed from zero-deg. and 35-deg. storage to 70 deg. F. All the bar candies were handled in cardboard cases containing 12 to

16 boxes of 24 bars each. The four types which were damaged—peanut-roll bars, caramel-nougat bars, coconut bars and marshmallow-peanut bars—had individual wraps of glassine which offered practically no protection. Mint-fondant bars with individual wraps of aluminum foil and solid chocolate bars wrapped in glassine with a sleeve of printed kraft paper were not damaged. The results of overwrapping the boxes or the individual bars with aluminum foil or with waxed paper were essentially the same as given above, i.e., foil gave complete protection and waxed paper gave partial protection against moisture damage, as shown in Table IV.

TABLE II—TYPE OF COATINGS AND CENTERS, AND DESCRIPTION OF THE PACKAGES FOR CHOCOLATE-COVERED BARS OF CANDY WHEN RECEIVED

Candy bars				
Coating	Centers	Wrapper	Package Liner	Tray
Milk chocolate	Peanut-roll bar	Glassine	Glassine	Chocolate board
Milk chocolate	Solid	Glassine	Glassine	None
Milk chocolate	Caramel nougat	Glassine	None	None
Dark chocolate	Mint fondant	Aluminum foil	None	Chocolate board
Dark chocolate	Coconut cream	Glassine	Glassine	Chocolate board
Milk chocolate and peanuts	Marshmallow	Glassine	Glassine	Chocolate board

TABLE IV—SUGAR BLOOM ON FIVE TYPES OF CHOCOLATE-COVERED CANDY BARS AFTER FOUR MONTHS' STORAGE AT DIFFERENT TEMPERATURES, WRAPPED IN WAXED PAPER AND UNWRAPPED, AND CONDITIONED AT 70° F. AND 90% RELATIVE HUMIDITY

Candy identity	Storage temperature deg. F.	Boxes wrapped		Individual bars wrapped	
		waxed paper bloom rating*	none bloom rating*	waxed paper by manufacturer bloom rating*	none bloom rating*
1. Peanut roll bar	0	1.1	2.2	1.1	2.2
	35	1.1	2.2	1.1	2.2
	70	1.1	2.2	1.1	2.2
2. Solid chocolate		No condensation			
3. Caramel nougat	0	—	5.6	—	5.6
	35	—	6.7	—	5.6
	70	—	—	—	—
4. Mint fondant		No condensation			
5. Coconut cream	0	—	2.2	—	4.4
	35	—	1.1	—	1.1
	70	—	—	—	—
6. Milk chocolate and peanuts	0	2.2	1.1	1.1	3.3
	35	—	—	—	—
	70	—	—	—	1.1

* Based on an intensity of 0 to a maximum of 10.

Moisture-tight packages retained fresh flavor in candy longest. Changes in flavor of stored candy may be due to oxidation, excessive exposure to air, hydrolysis, excessive moisture or volatilization. Adequate packaging (Figs. 5 and 6) retarded the entrance of oxygen and moisture, and retained volatile flavors.

Data in Table VI show that the differences in individual wraps for bars or overwraps for boxes were more significant as the temperature increased. The three materials listed in order of desirability were: foil, waxed paper and the manufacturer's wrap (glassine).

Storage changes

Some candies showed storage differences not associated with packaging. Candies containing nuts in coatings or centers, as well as those with butterscotch, caramel, cream, fudge, nougat, toffee or spun centers were susceptible to fat bloom. Hard- and soft-fat bloom usually occurred together, although the two were distinguishable under a microscope. The amount of bloom varied somewhat with storage temperature, as shown in Fig. 3 and Table V, but was apparently influenced largely by the formulas used in making and applying the coatings. Assorted candies received from three manufacturers showed fat bloom after six months' storage at zero

TABLE V—THE AMOUNT OF SURFACE ON PIECES OF CHOCOLATE-COVERED ASSORTED CANDIES COVERED BY FAT BLOOM IN FIVE PACKS AFTER STORAGE FOR SIX MONTHS AT THREE TEMPERATURES AND CONDITIONING FOR 24 HRS AT 70° F. AND 60% R. H.

Candy identity	Storage temperatures		
	70° F.	35° F.	0° F.
	surface covered %	surface covered %	surface covered %
1	30.3	7.7	0.9
2	9.3	3.4	1.5
3	9.5	7.6	1.7
4	1.7	0.1	0
5	1.3	1.3	0

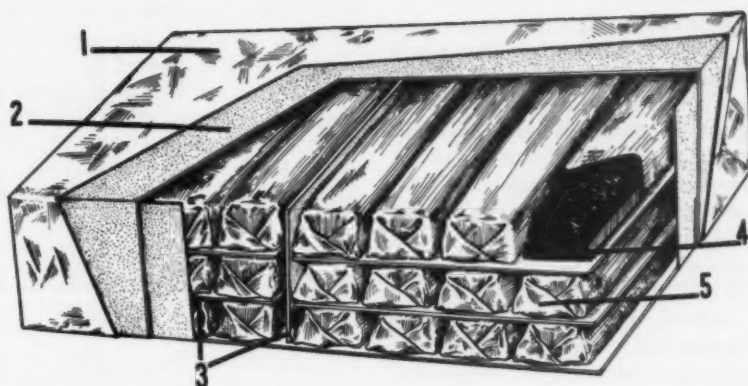


Figure VI. The essential features of a package for protection of candy bars from condensation and sugar bloom. (1) Overwrap, with sealed edges, which protects box and contents against gain or loss of moisture. (2) Chip-board box, telescope style, protects the candy from mechanical injury during handling. (3) Dividers which separate candy in section of box, and absorb moisture which might condense on the candy. (4) Individual bar of candy. (5) Individual wrapper for candy bars to protect against gain or loss of moisture; act as cushion to prevent mechanical injury and absorb moisture which might condensate on the candy bar.

deg. F., 35 deg. F. and 70 deg. F., while similar types of candy from two other manufacturers showed no bloom at zero deg. F. or 35 deg. F., with only a slight trace at 70 deg. F.

Spun candy chips, coated nuts, brittle, toffee and certain creams cracked in storage at zero deg. This cracking was ostensibly due to expansion in freezing and was not associated with length of stor-

TABLE VI—FLAVOR EVALUATIONS OF SIX TYPES OF CANDY BARS AS RECEIVED, AND AFTER BEING STORED FOUR MONTHS AT 0°, 35° AND 70° F., (A) WRAPPED IN ALUMINUM FOIL, (B) WRAPPED IN WAXED PAPER AND (C) UNWRAPPED

Candy identity	As received	Scores on flavor* after storage					
		Boxes overwrapped (bars in glassine)			Individual bars wrapped (boxes not overwrapped)		
		Foil	Waxed paper	None	Foil	Waxed paper	Glassine
At 0° F.							
1	9	9	8	7	9	8	7
2	9	9	9	9	8	8	8
3	9	9	8	7	9	8	8
4	9	9	9	9	9†	9	9
5	9	9	9	8	9	8	8
6	6	6	6	6	6	6	6
At 35° F.							
1	9	7	7	5	7	6	5
2	9	7	7	7	7	7	7
3	9	8	7	6	8	7	6
4	9	9	9	9	9†	7	9
5	9	8	7	7	8	7	7
6	6	6	6	6	6	6	6
At 70° F.							
1	9	4	3	2	4	3	2
2	9	6	6	6	7	6	5
3	9	7	6	5	7	6	5
4	9	6	6	5	6†	6	6
5	9	6	6	6	6	5	5
6	6	4	4	4	4	4	4

* Based on a scale of 9 to 1, 4.5 being borderline of acceptability.

† Polyethylene was used because the manufacturer's wrap was foil.

age. In most cases the cracks were quite noticeable while the candy remained frozen, but were difficult to detect at room temperature, as most of them affected only the coating and closed with thawing. Spun candy chips were the only candies which shattered when frozen.

Summary

About 12,000 individual pieces of chocolate-covered assorted candies packed in 1-lb. boxes and 1,920 chocolate-coated bars packed 24 per box were received fresh from 11 manufacturers for storage tests. The candies were packed with various wrapping materials; stored at 70 deg. F., 35 deg. F. and zero deg. F., for one, two and six months; removed to 70 to 75 deg. F. at different relative humidities, and examined for sugar bloom and for hard- and soft-fat bloom.

Assorted candies in the manufacturers' packages were successfully removed from 35- and zero-deg. F. storage to 70 deg. F. and

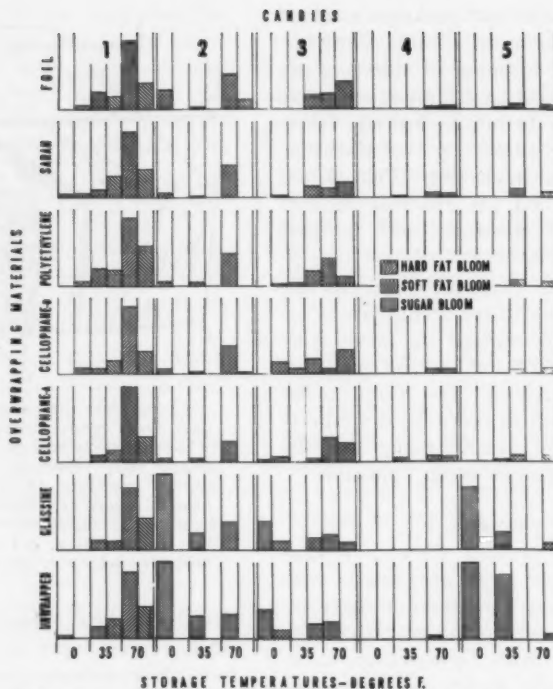



Figure III. The average per cent of hard fat bloom, soft fat bloom, and sugar bloom, on chocolate-coated assorted candies (in one-pound boxes) from five manufacturers, when overwrapped with each of six materials and stored with an unwrapped check, at 0°, 35°, and 70° F. for six months, then conditioned for six hours at 70° and 80 per cent relative humidity. The maximum amount of bloom shown is 25 per cent.



COOPER- STYLED FOLDING CANDY BOXES

FOR YOUR
EASTER
SPECIALTIES

WRITE FOR DISPLAY BROCHURE OF BOX STYLES AND PRICES

COOPER

PAPER BOX CORPORATION

DEPT. M BUFFALO 4, NEW YORK



Glassine

is a versatile paper in the candy field.

Various grades of Rhinelander glassine are used for dozens of jobs such as case liners, bon bon cups, inner and outer bar wraps, chocolate dipping sheets, and box dividers. We'll gladly send you samples. State application.



RHINELANDER

Paper Company • Rhinelander, Wisconsin

90% r. h. provided (a) the boxes or individual pieces were wrapped in moistureproof material (aluminum foil, saran, polyethylene, cellophane); (b) the boxes contained absorbent material (padding tissue, porous trays or liners); and (c) the packages remained unopened until the candy reached room temperature. Four out of six packages used by manufacturers of candy bars were inadequate for protecting refrigerated candies against possible sugar bloom.

When conditions were favorable for condensation of moisture and sugar blooming, these were worse on candies removed from storage at zero deg. F. than at 35 deg. F. Sugar bloom was about the same on assorted boxed candies and candy bars when stored at the same temperature.

Fat bloom occurred on assorted candies from three manufacturers when held at 70, 35 or zero deg. F. for six months. It was (a) greatly reduced, but not prevented by refrigeration; (b) increased with the time of storage; (c) not

influenced directly by method of packaging and (d) greatly increased by centers high in fat.

Cracking of a few kinds of candies occurred when stored at zero deg. F., but only one spun candy shattered. Most of those that cracked had hard centers, and the cracks were barely noticeable at room temperature.

The quality of both assorted candies and candy bars was higher when packaged to protect them from gain or loss of moisture and when stored at zero deg. F.

Acknowledgments

Packaging materials used in these tests were furnished by the Dow Chemical Co., Midland, Mich.; E. I. du Pont de Nemours & Co., Inc., Wilmington, Del.; Reynolds Metals Co., Louisville, Ky.; Rhineland Paper Co., Rhineland, Wis., and Sylvania Div., American Viscose Corp., Philadelphia. Candies were furnished by member companies of the National Confectioners Assn.

—The end

Through the cooperation of the Glassine & Greaseproof Manufacturers Association, the glassine referred to in this article was donated by the Rhineland Paper Co., Rhineland, Wis. R. W. Reed, Rhineland Paper Co., has submitted the following supplementary statement: "It should be emphasized that the aim of this research project was a determination of the allowable MVT rate for control of bloom in refrigerated candies — there was no attempt to determine proper wrapping materials under the control conditions. For example, plain glassine was selected for the test as a poor MVT material although it is an excellent barrier against the fats and oils present in all candies and is widely used as a candy bar wrap under normal conditions. Glassine grades with excellent MVT properties such as wax, wax laminated and lacquer-coated are available where moisture vapor protection is an essential requirement. Wax laminated glassines in substantial quantities have been used for years as a candy bar wrap under refrigerated conditions."

Order now for Easter



The Most Timely
Container on the
Market . . .

- In 3 sizes—
No. 1—Large—6" x 4 1/2"
No. 2—Medium—4 1/2" x 3 1/2"
No. 3—Small—3 1/2" x 2 1/2"
- Crystal Clear and beautiful gay pastel colors—combinations; clear top, colored bottom. Pink, blue, yellow.

Priced so low you can make this a really
"HAPPY EASTER"

Samples & Prices upon request. WRITE TODAY.

BRADLEY INDUSTRIES

1658 N. Damen Ave., Chicago 47, Ill.

CUT PACKAGING COSTS

with a
TRIANGLE
WEIGHER-FILLER

**FREE
BULLETIN**
Describes
Complete Line

Many Models
to Choose From



▼ If your packaging operations involve the weighing and filling of dry products into bags, boxes, cans or jars — there is a Triangle Elec-Tri-Pak designed to do your job and cut your costs. From low cost table model to automatic, high speed units, there is a versatile weighing and filling machine for every need — for every purse.

Check these Features: Automatic Weighing and Filling • Accurate Finish Weigh • Gentle Handling • Simple, One-man Operation • Low Cost.

Send for bulletin.

TRIANGLE PACKAGE MACHINERY CO.

6639 W. Diversey Avenue,
Chicago 35, Illinois

For Maximum Protection at Lowest Cost



*Sweetone
WAVEE
Parchment*

SWEETONE WAVEE PARCHMENT is the most economical grease proof box pad sold today. It is ideal when used as a safeguard against breakage for candy.

Write Today for a new folder containing actual samples of our complete line of Sweetone Paper Products for manufacturing confectioners including:

Glassine	Chocolate Dividers
Waxed Papers	Boat & Tray Rolls
Wavee Parchment	Layer Boards
Embossed Papers	Die Cut Liners
Candy Box Paddings	

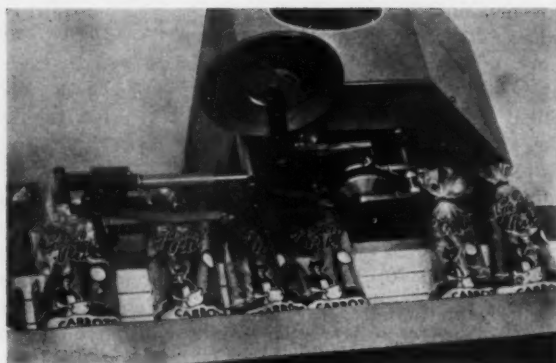
George H. Sweetnam, Inc.

282-286 Portland Street, Cambridge, Mass.



Representatives in Philadelphia, Detroit, St. Louis, Chicago, Dallas, New Orleans and Los Angeles

What's New in Candy Packaging



A new, high volume bag closing system, has been developed. It feeds any number up to 120 per minute of pre-filled polyethylene or similar bags through a machine, closes and gathers the necks of the bags, applies sealing tape, then cuts the tape and releases the bag automatically. Although originally developed for the produce industry, this system has various applications in the candy-packaging field, since it will close and seal any type of film bag such as cellophane, polyethylene and saran.

For further information write: J. H. Platt & Sons, Los Angeles 11, Calif.

Organization of the Material Handling Function is the title of the fourth in a series of booklets published by the Material Handling Institute, Inc. The relation of material handling to the engineering function, the operating function and the training function is detailed in this publication.

These booklets are available at 50 cents each from the institute at 813 Clark Building, Pittsburgh 22, Pa.

Over 150 types of plastic boxes are available from stock molds. These cover a wide range of sizes in standard, round, square and rectangular boxes as well as many unusual shapes. Many pastel and deep tones are available as well as crystal clear.

For further information write: Plasti-Paks, 500 A Street, (P. O. Box 922), Wilmington 99, Delaware.



The temperatures of production and storage rooms at the Daggett Chocolate Company are checked and monitored at a central station in the boiler room. A Segmental Chart Dynalog Recorder logs 24 room temperatures in succession, making a complete plant check every 25 minutes. When a special reading is desired, the boiler room operator can interrupt the sequence, dial the room in question and flip a switch for instantaneous measurement. Located in the boiler room it is connected by ordinary electric wiring to sensitive temperature bulbs in critical plant areas.

For further information write: The Foxboro Company, Foxboro, Mass.

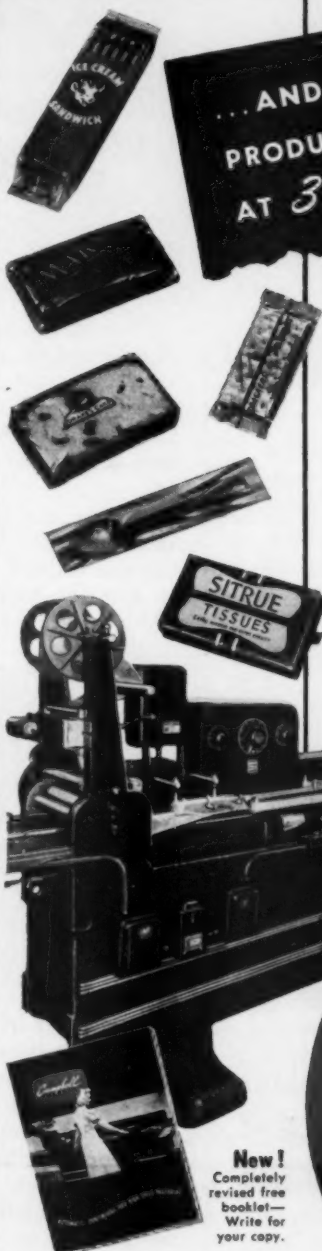
An industry manual, THE FOLDING CARTON, has been published to give a thorough picture of the folding carton industry. Starting with the characteristics and functions of the folding carton, the booklet traces the history and development of the industry and its economic status. It continues on with folding carton design, the manufacture of paper board, actual carton manufacture, and ends with a discussion of packaging machinery and a bibliography. It is available to non-members of the association at \$1.25 per copy.

For your copy write: Folding Paper Box Assn. of America, 337 W. Madison St., Chicago 6, Illinois.



...AND Automatically YOUR PRODUCT IS PACKAGE-WRAPPED AT 3 to 5 units per second!

Unbelievable savings in time, labor and materials are yours with the Campbell Wrapper. Automatic continuous feeds and deliveries combined with easy, simple operation permits one person to tend and operate several machines at one time in many cases. Then too, because no trays or stiffeners are required *unless desired*, you cut material costs from 25 to 50%. With the Campbell Wrapper packaging production soars to new heights too, for it automatically crimps, heat or glue seals your products, in any type wrap material, at average speeds of 100 to 300 units per minute! Wraps regular or irregular shaped products — single or multiple per unit with equal ease and speed. Simplified adjustments require minimum down-time for size change-over. Whatever your product—investigate now, how you can save with the Campbell Wrapper.



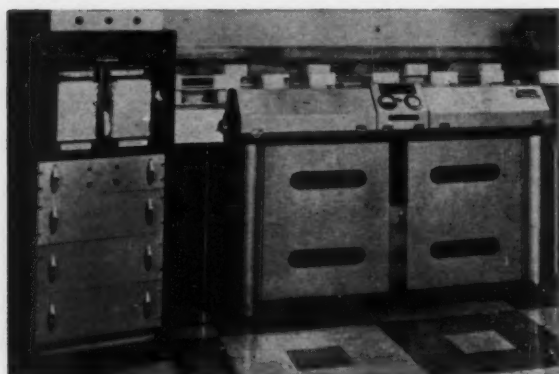
FOR THE ARMED SERVICES

We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments. Civilian orders are filled on a reasonable time basis only.



Now! Completely revised free booklet—Write for your copy.

NEW YORK: 55 WEST 42 STREET



SELECTROL

gives you automatic weight control . . . at HIGH SPEED!

- . . . checks every package, eliminates "sampling"
- . . . rejects over-weights and under-weights into separate groups
- . . . charts average and range of weights for statistical control of filling operation
- . . . with electronic controls, adjusts filling machines in closed-loop operation

SELECTROL is a time-proven production machine backed by more than 40 years of experience in industrial weighing, and is in use today on hundreds of production lines both for check-weighing and inspection by weight. Write for details on how SELECTROL can work for you.



*Sales and service
from coast to coast
and Canada*

Exact Weight Scales
Better quality control
Better cost control

THE EXACT WEIGHT SCALE COMPANY

912 W. Fifth Avenue, Columbus 8, Ohio
In Canada: P. O. Box 179, Station 8, Toronto 18, Ont.

New Candy Packages



The Mary Jane candy bar wrapper has been redesigned to give prominence to the Mary Jane character and to give the impression of large size. The diagonal placement of the Mary Jane name on a bright red panel increases the apparent size of the bar.

A new candy bar has also been brought out containing the same candy, but packed in four individual sticks. The individual sticks are printed in glassine with the overwrap and printed cellophane. Both bars retail at 5¢.



Pecanettes by Andes Candies of Chicago is now being distributed to jobbers for drug store and chain store distribution. Previously the product was sold only in the company's seventy-nine candy stores and about a hundred other special outlets. The 9 oz. box has a gold foil laminated overwrap printed in red, white and chocolate. A small foil bag is also made printed in the same color scheme containing two pieces and to retail for 15¢.

New Candy Packages



A small package of mints are being made by the Thomas D. Richardson Company of Philadelphia for free distribution by railroads in their diners. The heat-sealed cellophane package contains three individual non-coated mints.



The need for utmost protection from moisture and light as well as flavor guarding for Brach's Butter Mints resulted in this attractive laminated cellophane package produced by the Shellmar-Betner Flexible Packaging Division of Continental Can Company. This new package has a small window display featuring the mints.

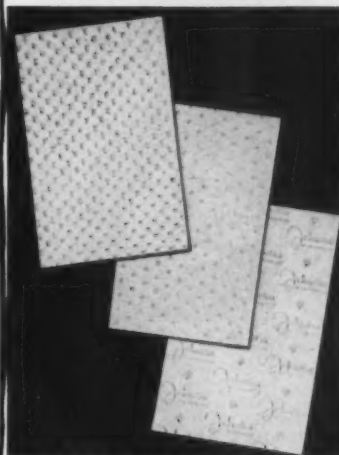


The air-tight plastic seal on these printed glass jars keeps this fine hard candy in perfect condition. The glass jars are printed in red and white and the ingredient label is printed on the reverse side of the jar and shows 5 oz. or more of candy.



A family of foil wraps have been designed for the Eddyleon Candy Company of Brooklyn, New York. The design on all the pieces is the same with just a change in copy and color to identify the different bars. The silver foil background contrasts with brown for the Pecans and Fruit Chocolate with royal blue for the Malted Milk Crunch and red on the Nuts and Fruit Chocolate.

FIBREDOWN® CELLULOSE PADDING



- ATTRACTIVE
- SNOW-WHITE
- RESILIENT
- ABSORBENT
- NON-STAINING

Fibredown® is available with or without a backing — embossed in one of our numerous stock designs, or with your trade mark.

As manufacturing converters we can supply the EXACT padding your package requires:

- ✓ Sheets to 40" one dimension
- ✓ Rolls to 60" in width
- ✓ 1 to 50 ply thickness
- ✓ White M.G. or glassine backing
- ✓ Stock or private design embossing

Our prices are right! Send today for new sample book and quotations on your sizes, plies and quantities.

The
GENERAL CELLULOSE
CO., INC.
GARWOOD 3, N. J.

HEEKIN

PRODUCT PLANNED CANS FOR CANDY PRODUCTS



LET Heekin's team of engineers and market research personnel show you how Heekin Product Planned Cans for Candy Products are planned for your profit. With fifty-three years of leadership in metal packaging, Heekin will solve your problems quickly and efficiently. Remember, Heekin Cans . . . plain or lithographed . . . are planned for your profit.

Heekin

PRODUCT PLANNED cans

THE HEekin CAN CO. PLANTS AT CINCINNATI & NORFOLK, OHIO
CHESBUT HILL, TENNESSEE, CHICAGO, ILLINOIS, ARKANSAS

New Candy Packages



A well integrated packaging program for Halloween was developed by the Frank H. Fleeer Company. The following special Halloween packages were designed. Twenty pieces in a cellophane bag, a 60 count carton and a 120 count carton, and boxes holding 4 and 6 cartons. In addition five display posters and pennants were designed and packed in the display boxes for retail promotion. All of the packages and display material have similar design features, and together made a most successful Halloween season for the company.



A new egg crate design has been developed for the Easter line of Leaf Brands, Inc. Colors are "shocking magenta" and chocolate on white. Extensive market testing was done on this design to make certain that it would appeal to both adult shoppers and children. The crate contains 12 marshmallow eggs and is designed to retail for approximately 25¢.

CANDY PACKAGING

Published bi-monthly by

**THE MANUFACTURING CONFECTIONER
PUBLISHING CO.**

418 NO. AUSTIN BLVD.
OAK PARK, ILLINOIS

Publishers of

THE MANUFACTURING CONFECTIONER

THE CANDY BUYER'S DIRECTORY

THE PURCHASING EXECUTIVES BLUE BOOK

Publisher

P. W. Allured

Advertising Offices:

OAK PARK, ILLINOIS

Allen R. Allured

418 No. Austin Blvd.—EUclid 6-5099

New York 36, N. Y.

James W. Allured

303 W. 42nd St.—CIRcle 6-6456

Copyright 1955, The Manufacturing
Confectioner Publishing Co.

FEBRUARY

Vol. 15, No. 1

1955

**PLAIN or
PRINTED**

CELLOPHANE

IN BAGS, SHEETS, AND ROLLS

**PLAIN or
PRINTED**

POLYETHYLENE

IN BAGS, SHEETS, AND ROLLS

SEND YOUR SAMPLES FOR PROMPT QUOTATION



IMAGINATIVELY DESIGNED • EXPERTLY PRINTED

N. T. GATES COMPANY

6842 Westfield Ave., Camden, N. J.

Delaware Valley, U. S. A.

CLASSIFIED ADVERTIS-

ING is designed to aid the
candy man in finding a market
for or source of used equipment,
services and miscellaneous items.
In replying to ads address: Box
Number, The Manufacturing
Confectioner, 418 N. Austin
Blvd., Oak Park, Illinois.

Minimum insertion is 3 lines,
at 35c per line, 70c for bold face;
not subject to agency discounts.

CODE DATERS

NAME MARKERS

PRICERS

Gummed Tape Printers
For The Candy Industry

Write for information

KIWI CODERS CORP.

3304-86 N. Clark St., Chicago 13, Ill.

New Candy Packages



A cellophane overwrap tray is being used for
packaging 12 chocolate flavored marshmallow
rabbits by Leaf Brands, Inc. Colors used are a
special "Easter yellow" and "shocking magenta."
The package size is 13" by 4" containing 10
marshmallow rabbits with a net weight of 5 oz.
Designed by Barry Nolan.



This new design for Reymers & Brothers, Inc.
has been chosen for display at the International
Package Design Exhibition in New York, and at
the American Management Association's Pack-
aging Exposition in Chicago. This is just one of
the new line of packages which were restyled
recently.

RIBBONS

ROWS and ROSETTES
for your CANDIES
Satin—Chiffon—Tinsel
Ribbons—Rayon Ribbonzene

R. C. TAFT CO.

25-27 SOUTH WACKER DRIVE
CHICAGO 6, ILLINOIS



protect,
identify

your candy with

VISQUEEN® "C"

Candy leads a tough life in summer—unless it is properly protected. This protection is *best* provided with VISQUEEN film. No needed moisture escapes, no unwanted moisture penetrates the package. VISQUEEN is uniform, adapts to high-speed packaging. VISQUEEN won't split, tear, shatter or run. Bags made from VISQUEEN film open easily, don't break. VISQUEEN seals readily with heat, can be sewn,

tied, taped or stapled. And VISQUEEN "C" provides a perfect printing surface for brand display. The ink stays on—it won't rub off.

Important! VISQUEEN film is all polyethylene, but not all polyethylene is VISQUEEN. Only VISQUEEN, produced by process of U. S. Patents No. 2461975 and 2632206, has the benefit of research and resources of The VISKING Corporation.

VisQueen® film... a product of

THE VISKING CORPORATION

World's largest producers of polyethylene sheeting and tubing
Plastics Division, Terre Haute, Indiana
In Canada: VISKING Limited, Lindsay, Ontario
In England: British VISQUEEN Limited, Stevenage

call
for the
experts



The VISKING Corporation, Box MC2-1410
Plastics Division, Terre Haute, Indiana

Send me names of converters of VISQUEEN film serving my area.

Name _____

Company _____

Address _____

City _____ Zone _____ State _____

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Holiday Packages; Hard Candies

Code 2B5

Assorted Pops

75 Pieces, 1 lb. 1 oz., 49c

(Purchased in a chain grocery store, Oak Park, Ill.)

Appearance of Package: Good.
Size: Good.

Container: Polyethylene bag, white paper clip on top, printed in orange and blue. Pops have cellulose wrappers.

Pops:

Colors: Good.
Gloss: Fair.
Texture: Good.
Flavors: Poor.

Assortment of Colors: Good.

Remarks: Suggest flavors be checked as they are not up to standard. Almost all the pieces tasted the same.

Code 2C5

Chocolate Santa Claus Boot

No weight stated, 25c

(Purchased in a department store, Chicago, Ill.)

Appearance of Boot: Good.
Size: Good.

Boot: Boot is wrapped in green tin foil.

Coating: Light.
Color: Good.
Texture: Good.
Molding: Good.
Taste: Fair.

Remarks: Suggest a tag or printing on the foil stating the manufacturer's ingredients, etc., to avoid trouble with the Food and Drug Dept.

Code 2D5

Assorted Hard Candies

1 lb., 59c

(Purchased in a chain department store, Oak Park, Ill.)

Sold: In Bulk.

Hard Candies:

Colors: Good.
Gloss: Good.
Texture: Good.
Flavors: Good.

Assortment: See remarks.

Remarks: Well made hard candies, cheaply priced at 59c the pound. Suggest less peppermint sticks be used in the assortment. Sample purchased had about 50% peppermint stick in it.

Code 2A5

Santa Claus Stocking

4 ozs., 39c

(Purchased in a department store, Chicago, Ill.)

Appearance of Stocking: Good.

Stocking: Red mesh stocking, white paper clip on top. Imprint of Santa Claus in red and white. Bag contained hard candy balls, cellulose wrapper, one tin puzzle, and small box of crayons.

Hard Candy Balls:

Colors: Good.
Stripes: Good.
Texture: Good.
Flavor: Fair.

Remarks: Should be a good seller at 39c. One of the best Christmas novelties we have examined this year.

Code 2E5

Hard Candy Cluster Pops

2 ozs., 5c

(Purchased in a chain grocery store, Oak Park, Ill.)

Appearance of Pops: Good.

Wrapper: 4 cellulose wrapped pops in a printed cellulose overwrap fastened with a rubber band.

Pops:

Colors: Good.
Gloss: Fair.
Texture: Good.
Flavor: Fair.

Remarks: The best 5c cluster pops we have examined this year. Suggest flavors be improved.

Code 2F5

Hollow Santa Claus in Chocolate

1 oz., 10c

(Purchased in a chain department store, Oak Park, Ill.)

Appearance of Piece: Good.

Size: Good.

Container: Cellulose bag, white paper clip on top printed in blue.

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

Coating: Milk Chocolate.
Color: Good.
Gloss: Good.
Molding: Good.
Taste: Good for this priced confection.
Remarks: One of the best 10c molded pieces we have examined this year.

Code 2G5
Hard Candy Pops
7 Pieces, 2¼ ozs., 10c
 (Purchased in a chain department store, Oak Park, Ill.)
Appearance of Package: Good.
Container: Cellulose bag, paper seal printed in silver and blue.
Pops: Have cellulose wrappers.
Colors: Good.
Gloss: Good.
Texture: Good.
Flavors: Fair.
Remarks: A well made pop but lacked good flavors.

Code 2H5
Assorted Hard Candy Drops
1 lb., 59c
 (Purchased in a department store, River Forest, Ill.)
Sold: In Bulk.
Appearance of Drop: Good.
Wrapper: Colored cellulose wrappers, name etc., printed in white.
Drops:
Colors: Good.
Gloss: Good.
Texture: Good.
Flavors: Fair.
Remarks: Flavors are not up to the standard used in the U. S.

Code 2J5
Assorted Hard Candy Drops
¼ lb., 20c
 (Purchased in a department store, Chicago Ill.)
Sold: In Bulk.
Appearance of Drop: Good.
Wrapper: Printed cellulose wrappers.
Drops:
Colors: Good.
Gloss: Fair.
Texture: Good.
Flavors: Fair.

Remarks: Highly priced for this type of hard candy. Flavors are not up to the standard used in the U. S.

Code 2K5
Assorted Hard Candy Pops
12 for 29c
 (Purchased in a department store, River Forest, Ill.)
Appearance of Pops: Good.
Wrappers: Plain cellulose wrappers.
Pops:
Colors: Good.
Texture: Good.
Gloss: Good.
Flavors: Good.
Remarks: A good eating pop. Suggest name be printed on cellulose wrappers.

Code 2L5
Orange Pop
5c
 (Purchased in a department store, River Forest, Ill.)
Appearance of Pop: Good.
Container: Plain cellulose bag.
Pop:
Size: Good.
Color: Good.
Texture: Good.
Stripes: Good.
Flavor: None.
Remarks: To avoid trouble with the Food and Drug Dept. we suggest that the name and ingredients be printed on the cellulose bag. Could not taste any flavor at all. Suggest flavor be checked.

Code 2M5
Santa Claus Bar
1½ ozs., 5c
 (Purchased in a chain drug store, Oak Park, Ill.)
Appearance of Bar: Good.
Wrapper: Cellulose wrapper printed in blue and red. Imprint of Santa Claus in red, black and white.
Bar:
Coating: Fair.
Center: Nougat.
Color: Fair.
Texture: Tough
Taste: Fair.

Remarks: Coating had an "odd" taste. Poorly made center.

Code 2N5
Lemon Hard Candy Pop
1c
 (Purchased in a chain drug store, Oak Park, Ill.)
Appearance of Pop: Good.
Wrapper: Printed paper wrapper.
Pop:
Color: Good.
Texture: Good.
Flavor: Very weak.
Remarks: Should be a good 1c seller.

Code 2P5
Cinnamon Balls
10 6/10 ozs., 25c
 (Purchased in a chain grocery store, Oak Park, Ill.)
Appearance of Package: Fair.
Container: Cellulose bag, paper clip on top printed in orange, blue and yellow. Balls are wrapped in cellulose.
Balls:
Color: Good.
Gloss: Fair.
Stripes: Good.
Flavor: Good.
Remarks: A good eating hard candy ball. Suggest a bag of assorted balls as the consumer would prefer them to one flavor.

Code 2Q5
Assorted Hard Candy Balls
12½ ozs., 29c
 (Purchased in a chain grocery store, Oak Park, Ill.)
Appearance of Package: Fair.
Container: Cellulose bag, paper clip on top printed in red, yellow and white. Balls are wrapped in cellulose.
Balls:
Colors: Good.
Gloss: Fair.
Flavors: Good.
Assortment: Good.
Remarks: The best candy balls we have examined this year at this price. Very good flavors for this priced hard candy.

CONVEYORS

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities
 Lower operation costs

J. C. Corrigan Co., Inc.
 41 Norwood St., Boston 22, Mass.



STANcase
EQUIPMENT

STAINLESS STEEL DRUMS

MODEL 30--30 GAL.
 MODEL 55--55 GAL.
 (Covers available)

ECONOMY EQUIPMENT

RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.
 FULLY APPROVED BY HEALTH AUTHORITIES.

Manufactured by
The Standard Casing Co., Inc.
 121 Spring St., New York 12, N. Y.

Walter H. Kansteiner Co.
 RAW MATERIALS BROKERS
 1737 Howard St. Chicago 26

Chocolate
 Bachman Chocolate Mfg. Co.
 Pecans & Black Walnuts
 R.E. Funsten Co.
 Oils
 The Blanton Co.

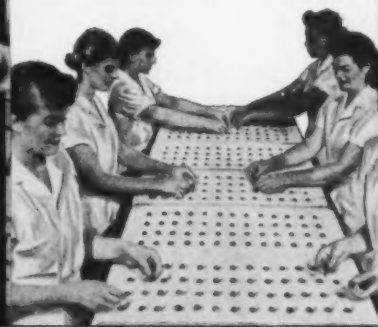
The confidence of the Purchaser in the integrity of the Seller — our greatest asset

Staley's®

BETTER PRODUCTS FOR BETTER CANDY



Staley's Confectioner's Moulding Starches take and hold impressions well, are nearly dustless.



Staley's Starches Help Cook Up a Sweet Sales Story

Leading Confectioners Choose Staley's Moulding and Thin Boiling Starches for Better Candy at Lower Cost

Control . . . so that every batch is uniform. Quality . . . so that your candy is better textured, better looking . . . and faster selling. Staley's confectioner's starches are made to give you these and more sales-building, cost-cutting characteristics. A wide range of thin-boiling starches lets you boil batches freely without sticking, providing the texture you desire with just-right moisture content for longer shelf life. Staley's Pure Food Powdered Starch gives you a superior starch to replace losses from the boards, while the almost dustless, clean and dry, Special Moulding Starch is capable of being printed as is, and makes top quality starch boards itself.

See your Staley representative soon for the complete story on quality confectioner's starches from Staley . . . or write us direct for more information.

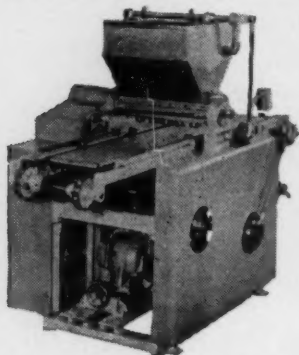
A. E. Staley Manufacturing Company, Decatur, Illinois

BRANCH OFFICES: ATLANTA • BOSTON • CHICAGO • CLEVELAND • KANSAS CITY • NEW YORK • PHILADELPHIA • SAN FRANCISCO • ST. LOUIS



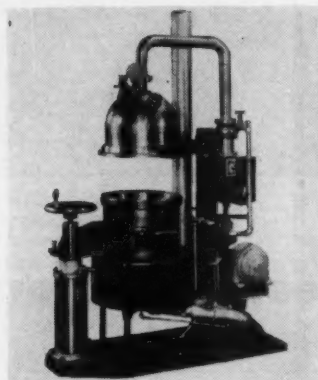
DEPOSITOR MEETS ALL FORMING NEEDS

Illustrated is the Racine Depositor featuring interchangeable shafts and plates for various spacing to handle



chocolate, creams, marshmallows, etc., with or without fruits or nuts, for depositing into molds, paper cups, or trays, plaques or belts. Important advantage of the machine is the absolute uniformity of the product as to size and weight. Now in four models, Jumbo 48", Senior 32", Junior 16", Baby 6". Complete details may be obtained from Racine Confectioners' Machinery Co., 15 Park Row, New York 38, N. Y.

NO STEAM? THIS GAS VACUUM COOKER DOES THE JOB

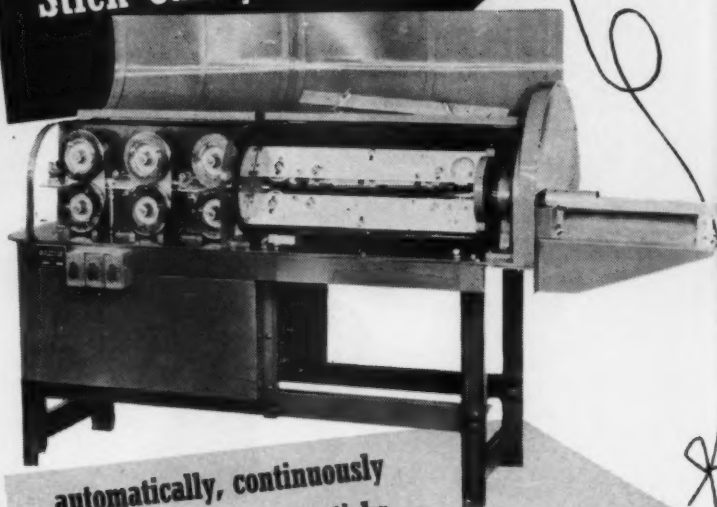


The new, redesigned and improved model H-1 Simplex Gas Vacuum Cooker is equipped with a new hydraulic lift and kettle tilting method to make working conditions easier and to take the hard work out of hard candy. It is well suited to plants that do not have high pressure steam available. Operating on gas it comes as one complete unit, including vacuum pump and motor, vacuum gauge, gas fired furnace blower and motor.

With a cooker capacity of from 25 to 120 pounds per batch, the machine is designed for efficient, economical production of fruit drops, stick candies, lollipops and other types of hard candies as well as quicker cooking of fondant syrup.

Additional information is available from Vacuum Candy Machinery Co., 15 Park Row, New York 38, N. Y.

the Racine Stick Candy Machine



automatically, continuously
sizes, twists and cuts sticks
of any diameter and length
produces up to 1,000 inches
a minute

A single operator can produce up to 1,000 inches a minute of round or triangular sticks — clear, pulled or with honey-combed centers—with the Racine Stick Candy Machine. For three-inch sticks, this means over 300 a minute . . . 18,000 an hour.

The operator only has to feed the machine from a batch roller or flat board. The sizing, twisting and cutting are automatic and continuous. Here are just a few of the many other important features of the Racine Stick Candy Machine:

- Diameter of stick is easily adjusted by interchanging the sizing roll rims.
- A single handwheel adjustment sets speed to your production needs — even while the machine is in operation.
- Length of sticks is easily varied by adjusting the cutting knife speed.
- Diagonal cut-off attachment also available.

The Racine Stick Candy Machine means increased production and lower costs for you. Get the complete details . . . write today.

VACUUM **V** **R** **RACINE**
CANDY MACHINERY CO. CONFECTIONERS' MACHINERY CO.

15 PARK ROW, NEW YORK 38, N. Y.

Western Office and Factory: Racine, Wis. • Eastern Factory: Harrison, N. J.



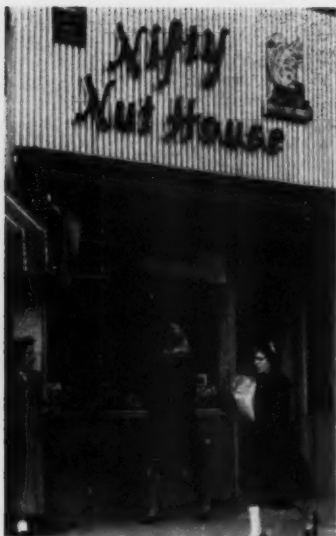
the manufacturing retailer

Nifty Nut House



A. F. MUCKENTHALER of Topeka, Kansas, has operated the Nifty Nut House in the present location since 1938, opening a year after his brother set up a shop under the same name in Wichita. Nifty business is centered around nuts which account for about 60% of sales, with their own candies making up the balance. All nuts are processed right in the Nifty shops, using a Griswold deep fat electric fryer with a 7 or 8 pound basket.

Most of the candies are manufactured in the



The modern store front is well located between a drug store on the corner and a specialty shop. Though the store has recently started to do some newspaper advertising, the main attraction has been to the street traffic in this good location.

Wichita shop, such items as chocolate creams, chocolate covered nuts, fudge, and pecan rolls. Pralines, mints and caramel corn are made in the Topeka shop. Hard candy is commercial.

Mr. Muckenthaler says he didn't know much about the business when he first opened up, but a bit of nerve, some good neighbors, and the war boom all contributed toward his success at the start. Covered nuts and fudge were the first candy items in his line. The bulk of the business, of course, was in nuts.

Most of the nuts are obtained through jobbers in Kansas City. Some are purchased direct from importers.

Quality rather than price is the by-word at Nifty. In this small manufacturing retailer operation, it is found that catering to local tastes can be done profitably if one concentrates on quality merchandise instead of attempting to meet competition pricewise.

Working under this policy, two full time girls have been retained for about three years. Permanent, satisfied help is part of the overall quality program because they can help pass along this attitude to the customer. Extra girls are used part time on holiday rush periods.

Since the war, it seems that people of Topeka are considerably more price conscious, however, than are the people of Wichita. This fact is attributed to the metropolitan nature of Wichita which is considerably larger and has a huge population of defense plant workers, particularly in aircraft.

Although Topeka has its share of heavy industry, the town is essentially a quiet capital city, suburban in character, apparently interested more in political affairs than big business.

In this situation, it has been found that merchan-

dise definitely will not carry the same mark up it will in another town like Wichita. The observation is significant in that the shops are duplicate operations, both selling the same merchandise items.

Mr. Muckenthaler has given some thought to developing a brand name for his packaged candies, but so far, only "house identification" is shown as a signature on standard white boxes which can be used for nuts or candy. Stock boxes in fancy holiday designs, particularly for Valentine's Day, carry a Nifty Nut House metallic seal which is applied at the shop.

In boxed goods, while nut pieces are not packed in preference to other types of candies, Mr. Muckenthaler takes pride in his private pack which "contains more nut pieces than is found in competitive packs."

Standard counter display space seems to be about evenly divided between nuts and candy, but the nut department is located up front. A few weeks ago greeting card racks were also installed to make use of a long, blank wall which could serve no other purpose. The card racks have attracted considerable attention from the trade, and to date, indicate they will contribute nicely to the overall business as a sideline which offers more profit than trouble.

Vogue Dolls have become quite popular as a Nifty Nut House sideline, too. While there is competition on this item from other shops in town, there has been some increase in total business attributed to the sale of dolls and their accessories at prices ranging from \$3.50 upward.

Window display has been the principal means for attracting attention to the shop until recently. Streamers are also used in the store during promotion of seasonal or holiday feature sales. Mr. Muckenthaler will select a nut item and a candy item he wants to move, and will feature these during such sales. Customarily, he will mark down the price about 15% below regular retail. Occasionally, he will go lower, depending upon the event and the featured item.



The cash register separates the nut counter up front from the candy counter in the back of the shop. The clean and neat arrangement of the shop provides a fine setting for the high quality confections on display.

it
on
er-
e-
es,
as
be
ay
a
at

ed
n-
n-
ve

ut
ut
go
se
er
ole
ey
a

fty
on
as
to
ng-

for
ly.
ro-
Mr.
dy
ng
ice
will
red



ont
ean
ing

NER

No

LEA



Imme
delive

Apply
in all
new
chase

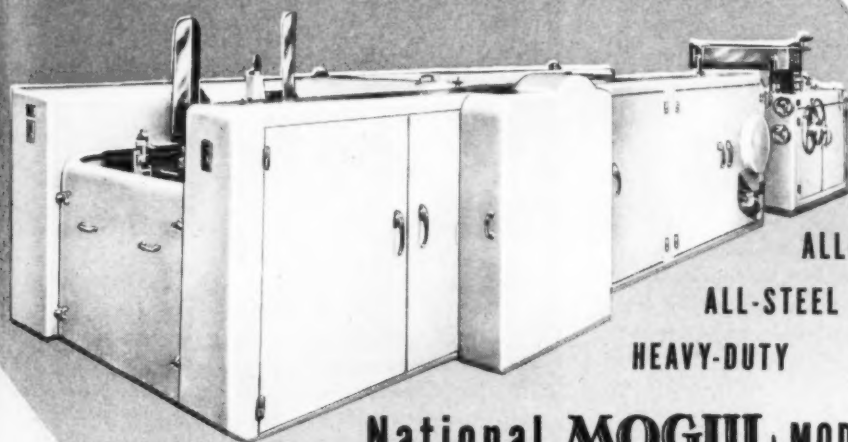
Old
insta
any
prode

Time
range
our
purch

Act

Write
For Co
Details

*Now! the BEST MOGUL
is the
LEAST EXPENSIVE MOGUL*



**ALL-NEW
ALL-STEEL
HEAVY-DUTY**

National MOGUL MODEL M-100

- Proven dependability.
- Mogul is constructed to withstand the rugged operation and hard usage of day in day out performance.
- Precision built to the highest engineering standards.
- Operates at higher speeds, smoothly and with better quality moulding than any other machine on the market today!
- New Harmonic Motion Tray Travel device insures smooth transfer of moulding boards from Printer to Depositor. Assures perfect moulding and less scrap.
- The newly constructed "Thoro-clean" and Quick Removable Sieve is smoother operating and cleans centers clean.

Immediate deliveries.

Apply liberal trade-in allowance to your new M-100 Mogul purchase.

Old removal and new installation made over any week-end period. No production time loss.

Time payments can be arranged if desired under our "pay as you save" purchase plan.

Act Now!

Write TODAY
For Complete
Details



**NATIONAL
EQUIPMENT CORP.**

153-157 CROSBY STREET, NEW YORK 12, N. Y.

3 M-100 Mogul orders received in December!

1 Mogul sold to New York concern, now operating 3 Moguls.

1 Mogul sold to Pennsylvania concern, now operating 3 Moguls.

1 Mogul sold to Pennsylvania concern. This company is starting the right way to produce high production, high quality starch deposited goods.

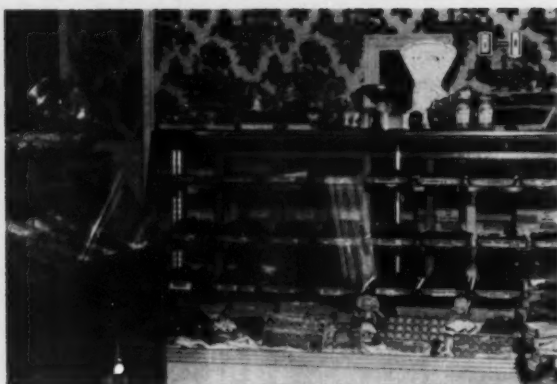
For reference, the names of these firms will be given on request.

Ask them why.

Why!

17 trays per minute on cream goods with 5 deposits of a double pump bar per tray—making 85 deposits per minute at the Depositor, running smooth as silk, with absolutely NO vibration or jerking! This is why the discerning and successful manufacturer installs M-100 Moguls and **KEEPS BUYING THEM.**

NOW IS THE TIME TO BUY!



This attractive candy display faces the customer as he enters the shop. The main display is of bulk goods. Stock boxes are used, with the Nifty Nut House label. Fancy set-up boxes are used during special seasons, and are identified with a foil label.

In the past, very small ads have been run in newspapers for anniversary sales. Recently, Mr. Muckenthaler has contracted for one-column by one inch space in morning and evening (standard combination) papers to be run twice weekly. After the first few ads in this series were run, a small increase in business was noticed. Other ads which have appeared since the first one ran on October 11 have been varied to include all merchandise including caramel corn, imprint service on greeting cards, overseas packaging and hot roasted nuts.

OVERSEAS BOXES
NUTS AND CANDY
SEALED IN TINS
NIFTY NUT HOUSE
603 Kansas Ave.

Mr. Muckenthaler's intention was to run these ads over a long period of time (first trial run covering a six month minimum period) to build up recognition value. Though he was not expecting immediate results, a number of people mentioned the ads when they came into the shop.

For holiday promotion, larger ads have been used to suggest nut meats for Christmas baking, or Nifty Nut House boxed candies for gifts.

While the business is relatively small, it has all the appearances of a successful venture well managed. Mr. Muckenthaler is rather modest in discussing his store, and both he and his wife radiate a spontaneous pride in their accomplishment when they greet a customer or a stranger.

It takes many kinds of retailers to bring candy to over 160,000,000 Americans. This type of combined candy and roasted nuts retailer seems to be well adapted to small cities. In fact, many other candy retailers might well investigate the possibility of adding roasted nuts to their exclusively candy operations, as those two products seem to attract the same type of trade.

—The end



This "Merry-Go-Round" is the feature in the Children's Room at the Coach House. The outside circular shelf with the poles and top is stationary, and carries the "lollypop" trees. The center round shelf revolves and carries toys and novelties. This display is in The Coach House, Framington, Mass. A complete story on this manufacturing retailer appeared in our January issue.

"BUSH" Manufacturing Chemists

Since 1851 we have specialized in the distillation of Essential Oils and the manufacture of Flavoring Materials and Food Colors, and over this long period have established and maintained a world-wide reputation for Quality.

SOME OF OUR SPECIALTIES

IMITATION PINEAPPLE FLAVOR 4253

One of our outstanding specialties, imparting the character of the true fruit, a real fresh pineapple flavor.

IMITATION COCONUT FLAVOR 4127

Accurately reproduces real coconut flavor. For all types of candy; a necessary ingredient wherever coconut is used; particularly valuable for reinforcing the flavor of shredded coconut.

IMITATION JAMAICA BANANA FLAVOR

This preparation gives the flavor and aroma of the ripe red Banana to a remarkable degree.

— Write for Samples and Full Directions —

W. J. BUSH & CO.
INCORPORATED

19 West 44th St.
Chicago, Ill.

New York 36, N. Y.
National City, Calif.

LATINI'S LATEST PROFIT MAKER

Latini Die Pop Machine With Continuous Wrapping Attachment

You can now make and wrap pops in a continuous operation—and they're not just pops—they're LATINI DIE POPS.

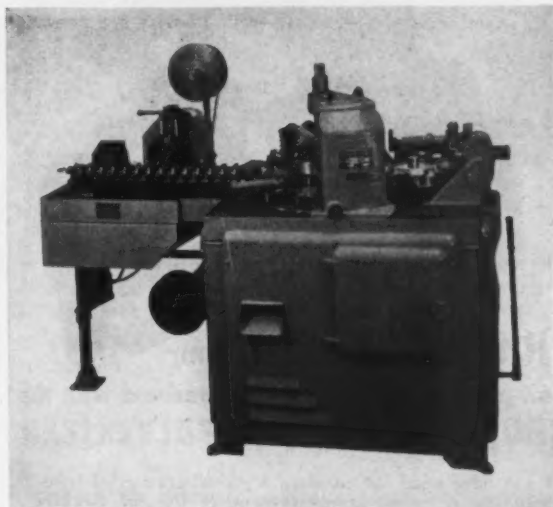
200 wrapped Die Pops per minute require only one operator: the spinner.

The wrapped pops go right through for cooling, then packing.

There is no handling, chipping, breaking, etc., which all means dollars and cents to you.

In addition, the sandwich wrap saves cellophane—uses about 50% of other type wraps.

It All Adds Up to Profits with a Quality Item.

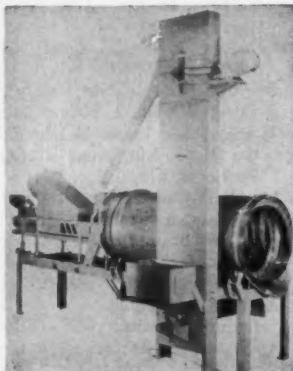


Latini Die Pop Machine
With Continuous Wrapping Attachment



**Hohberger
Continuous Hard
Candy Cutter**

Waffles, pillows, chips, or straws. Up to 150 feet per minute. Perfect sealing on filled pieces.



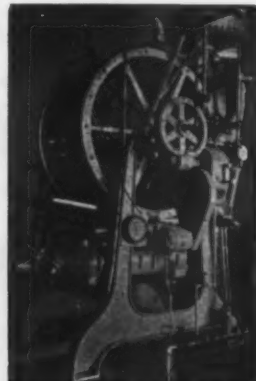
The Latini Sander

Guaranteed to properly sand the full output of a mogul! Enlarged steaming chamber. Non-corrosive metals wherever steam and sugar meet.



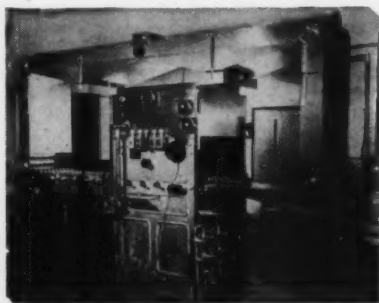
Berks Mixer

The Berks mixer incorporates color and flavor and kneads the candy the same as by hand. No discoloration. Over 50 users with from one to fifteen units—over 160 in operation.



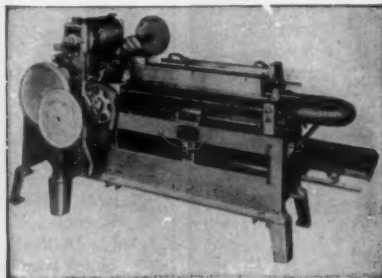
**Hohberger
Cream Machine**

Up to 2,000 pounds per hour of straight sugar fondant with proper doctoring or any syrup.



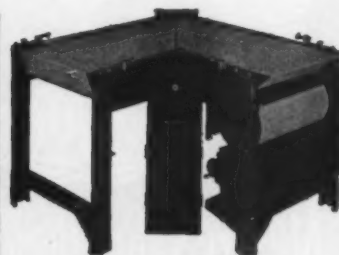
Hontz Cluster Machine

Completely automatic. Does not tie up enrober. Handles any free-flowing nut. Uniform clusters at any rate from 850 to 1,500 lbs. per hour.



**Hohberger Continuous
Ball Machine**

Up to 1,200 lbs. per hour. Forms filled or plain balls, unusual shapes and sunbeam starlights.



Economy Beltturns

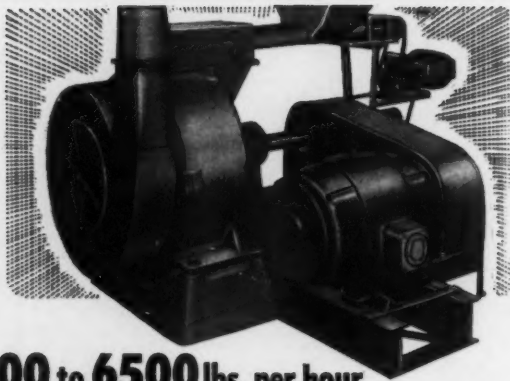
Economy Beltturns conserve space through efficient arrangement of cooling conveyors and packing tables. Bunching and crowding eliminated. Available in all standard widths:

12" to 48"
90°, 180° and special angles.

John Sheffman, Inc.

152 WEST 42nd STREET

NEW YORK 36, N. Y.



6000 to 6500 lbs. per hour of 6X powdered sugar is easily produced with the **SCHUTZ-O'NEILL** *Superfine* **PULVERIZER**

If you have need for constant high production of powdered sugar, by all means investigate the 28" Schutz-O'Neill Superfine Pulverizer. It easily turns out 6000 to 6500 lbs. per hour of 6X powdered sugar with uniform fineness, using a 75 H.P. motor. Carry granulated sugar in stock,—make fresh powdered sugar as needed.

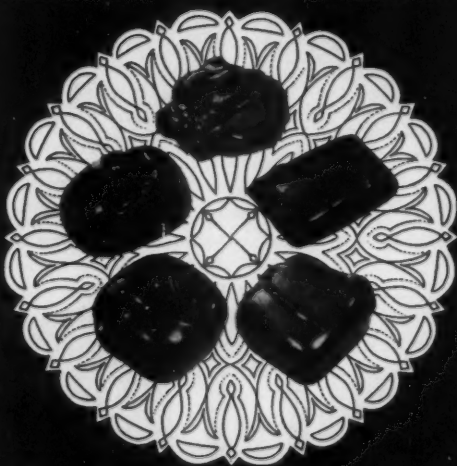
EXTRA EQUIPMENT: Automatic Starch Feeder will thoroughly mix any desired percentage of starch with powdered sugar.

Write for information, state capacity desired.



SCHUTZ-O'NEILL CO.

329 Portland Ave., Minneapolis 15, Minn.



Nestlé's fine chocolate coatings

CONSISTENT QUALITY

NESTLÉ'S, PETER'S, RUNKEL'S

CHOCOLATE COATINGS, LIQUORS, GRANULES

The Nestlé Company, Inc.

2 WILLIAM ST., WHITE PLAINS, N. Y.

CALENDAR

- February 10—Metropolitan Candy Brokers Association monthly meeting at the Hotel Empire, New York, at 8:00 P.M.
- February 10—New York Section of the American Association of Candy Technologists monthly meeting at Busto's Restaurant, 11 Stone Street, Manhattan, at 6:30 P.M.
- February 12—Carolina Confectionery Salesmen's Club monthly meeting at Kuester's, Charlotte, N. C.
- February 14-18—National Cannery Association Convention, Conrad Hilton Hotel, Chicago, Ill.
- February 15—Candy Executive's Club monthly meeting at the St. George Hotel, Brooklyn, New York, at 6:00 P.M.
- February 15—Chicago Section of the American Association of Candy Technologists monthly meeting at the Furniture Mart at 6:30 P.M. Speaker: Mr. Alex J. Fulton on "Wage Systems—Simplification Programs and Establishment of Standards."
- February 17—New York Candy Club monthly meeting at the Park Sheraton Hotel, at 8:00 P.M.
- February 19—Great Plains Candy Club monthly meeting at the Castle Hotel, Omaha, Nebr.
- February 24—Tidewater Wholesale Candy Club monthly meeting at Lewis Manor, 3800 Granby, Norfolk, Va.
- February 24-25—Western Candy Conference, Ambassador Hotel, Wilshire Blvd., Los Angeles, Calif.
- February 25—Badger Candy Club of Milwaukee monthly meeting at the Astor Hotel, 924 E. Juneau, Milwaukee, Wis., at 8:00 P.M.
- February 26—Dallas Candy Club monthly meeting at Semos Restaurant, 505 Ft. Worth Ave., Dallas, Texas, at 12:30 P.M.
- February 26—Gopher Candy Club monthly meeting at the Covered Wagon, Minneapolis, Minn., at 12:30 P.M.
- March 4—St. Louis Candy Sales Assoc. monthly meeting at the Hotel Kingsway, Kingshighway and West Pine Blvd., St. Louis, Mo.
- March 7—Confectionery Salesmen's Club of Baltimore monthly meeting at Gannons, 3150 Fred'k Road, at 12:30 P.M.
- March 8—Boston Section of the American Association of Candy Technologists monthly meeting at the Hotel Continental, 29 Garden Street, Cambridge, Mass., at 6:30 P.M.
- April 16-17—Semi-Annual meeting Packaging Machinery Manufacturers Institute, Palmer House, Chicago, Ill.
- April 18-21—American Management Association National Packaging Exposition at International Amphitheatre, Chicago, Ill.
- April 28-29—Production Conference of The Pennsylvania Manufacturing Confectioners Association, Franklin and Marshall College, Lancaster, Pa.
- May 1-4—Super Market Institute 18th Annual Convention, Cleveland Public Auditorium, Cleveland, Ohio.
- May 16-20—Materials Handling Conference at the International Amphitheatre, Chicago, Ill.
- May 22-25—Annual Convention of the Flavoring Extract Manufacturers' Association at the Edgewater Beach Hotel, Atlantic City, N. J.
- June 5-8—Associated Retail Confectioners of the United States, Drake Hotel, Chicago, Ill.
- June 5-10—National Confectioners' Association, Conrad Hilton, Chicago, Ill.
- June 14-19—Boston Confectionery Salesmen's Club, Inc., convention at Wentworth By The Sea, Portsmouth, N. H.
- July 13—Southern Salesmen's Candy Club, Hotel Roanoke, Roanoke, Va.
- July 14-15—Southern Wholesale Confectioners Association, Hotel Roanoke, Roanoke, Va.
- July 16-19—Metropolitan Candy Brokers' Association annual exposition, Hotel Commodore, New York, N. Y.
- July 31-August 4—National Candy Wholesalers Association, Sherman Hotel, Chicago, Ill.
- September 15-18—Annual Meeting Packaging Machinery Manufacturers Institute, The Homestead, Hot Springs, Va.
- September 18-21—Philadelphia Candy Show, Ben Franklin Hotel, Philadelphia, Pa.
- September 29-30 and October 1—Indiana Tobacco & Candy Distributors Association Convention—Meeting at the Claypool Hotel, Indianapolis, Ind.

Confectioner's Briefs



Harold E. Bush has been appointed to a newly-created post of assistant to the president and sales manager of **Reymer & Brothers, Inc.** In his new position, Mr. Bush will supervise sales of Reymer's candy products and "Blenn'd," a non-carbonated lemon-orange beverage to the drug, confectionery and food outlets. Prior to joining Reymer's, Mr. Bush was district sales manager with **Anheuser-Busch, Inc.** in charge of the Philadelphia sales office.

Mr. Bradley S. Dawes has been named sales manager of the **Cotton Candy Corp.** of Tipton, Indiana.

Edward C. Johnston, president of the **Robert A. Johnston Co.** of Milwaukee was killed January 1st in an automobile accident. Mr. Johnston was the fourth president of this 100 year old baking and confectionery firm.

Amurrol Products Company of Chicago, Illinois, known for their sugarless chewing gum and tooth powder, are now marketing a chocolate bar called "Drake's Sugarless." These bars are labeled "Milk-type Chocolate Flavored Bar," "with non-fat milk solids." These bars come in at least two varieties, one mint flavored and the other with roasted almonds. They are $\frac{3}{4}$ oz. and retail for 15¢.

The ingredient panel reads "Chocolate liquor, cocoa, hydrogenated vegetable oils, precooked soybean meal, non-fat milk solids, lecithin, vanillin (artificial flavor), sorbitol, and 5% sucaryl calcium (non-nutritive artificial sweetener to be used by persons who must restrict their intake of ordinary sweets). Sorbitol is utilized as a carbohydrate but more slowly."

"Approx. Analysis Per Bar: Protein 2 gms., Fat 9 gms., Carbohydrate 9.3 gms. (including 6.75 gms. Sorbitol) 111 Calories per bar.

Peter C. Zimmer, merchandising manager of candy and confectionery division of **Robert A. Johnston Company**, has been named general advertising manager to head a new department which coordinates advertising for the company's biscuits, candies and chocolate products divisions.

William Neilson Ltd. has announced the following appointments. **Sydney J. Smith**, president and general manager, **T. W. Wilson**, executive vice-president and secretary-treasurer, and **Harley N. Neilson**, vice-president.

Dark and Light Chocolate in One Mixer

Only Stehling offers you a
2-COMPARTMENT MIXER

A vertical center partition divides the Stehling 2-compartment chocolate mixer. Each compartment has separate agitators.

Users work dark chocolate in one compartment, light chocolate in the other; or melt and mix in one while drawing off the other.

One mixer does the work of two, with superior mixing action that no other mixer gives you. In capacities from 3000 lbs. to 15,000 lbs. for each compartment.

Write for details today.

CHAS H. STEHLING CO.

1303 N. FOURTH STREET • MILWAUKEE 12, WISC.

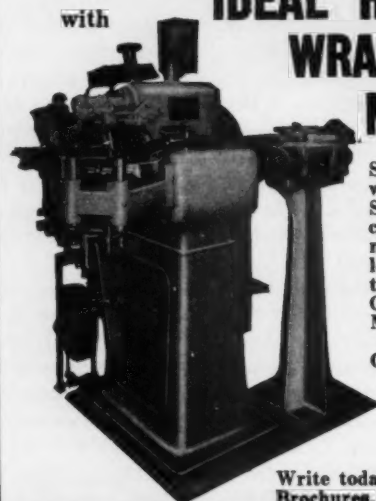
Factory Representative: R. S. and G. B. Hislop
1517 Grange Ave., Racine, Wisc.



Speed Makes The Difference!

450 CARAMELS CUT and WRAPPED EVERY MINUTE

IDEAL HI-SPEED WRAPPING MACHINE



Speed that's always dependable—Safety that can be counted on—maximum production at least cost—that's the Ideal Special Caramel Wrapping Machine!

Only 2 personnel required for this entirely automatic operation.

Write today for FREE Brochures.

Established 1906

IDEAL WRAPPING MACHINE COMPANY

MIDDLETOWN NEW YORK U S A

*your assurance
of uniform quality
honestly priced*

HOOTON

**chocolate coatings
liquors and cocoas**

HOOTON CHOCOLATE CO.

Fine Chocolate Since 1897

NEWARK 7

NEW JERSEY

Confectionery Brokers

Atlantic States

HERBERT M. SMITH

318 Palmer Drive
NO. SYRACUSE, NEW YORK
Terr.: New York State

**BUSKELL
BROKERAGE CO.**

1135 East Front Street
RICHLANDS, VA.
Contact Wholesale Groceries, Candy
Jobbers and National Chains
Terr.: Va., W. Va., Eastern Tenn.,
and Eastern Kentucky

JIM CHAMBERS

Candy Broker
84 Peachtree Street
ATLANTA, GEORGIA
Terr.: Ga., Ala., and Fla.

WM. E. HARRELSON

Candy & Allied Lines
5308 Tuckahoe Ave.—Phone 44280
RICHMOND 21, VIRGINIA
Terr.: W. Va., N. & S. Car.

ROY E. RANDALL CO.

Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA 1, SO. CAROLINA
Terr.: No. & So. Carolina

Over 25 years in area
SAMUEL SMITH

2500 Patterson Ave. Phone 22318
Manufacturers' Representative
WINSTON-SALEM 4, N. CAR.
Terr.: Virginia, N. Carolina,
S. Carolina

East Central States

BERNARD B. HIRSCH

4442 N. Woodburn St.
MILWAUKEE 11, WISCONSIN
Terr.: Wis., Ia., Ill. (excluding Chi-
cago), Mich. (Upper Penn.)

FELIX D. BRIGHT & SON

Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE
Terr.: Kentucky, Tennessee, Ala-
bama, Mississippi, Louisiana

H. K. BEALL & CO.

308 W. Washington St.
CHICAGO 6, ILLINOIS
Phone STate 2-6280
Territory: Illinois, Indiana,
Wisconsin
25 years in the Candy Business

West Central States

JAMES A. WEAR & SON

P. O. Box 27
BALLINGER, TEXAS
Territory: Texas

Mountain States

JERRY HIRSCH

Manufacturers' Representative
Candy and Specialty Items
4111 E. 4th St.

TUCSON, ARIZONA

Territory: Arizona, New Mexico
& El Paso, Texas

**G & Z BROKERAGE
COMPANY**

New Mexico—Arizona El Paso
County Texas
P. O. Box 227 ALBUQUERQUE
N. Mex.

Personal service to 183 jobbers,
super-markets and department
stores. Backed by 26 years ex-
perience in the confectionery field.
We call on every account person-
ally every six weeks. Candy is
our business.

KAISER MICHAEL

Broker
Manufacturers' Representative
"World's Finest Candies"
911 Richmond Drive, S. E.

ALBUQUERQUE, NEW MEXICO

Terr.: New Mexico, Arizona & El
Paso, Texas area

Pacific States

MALCOLM S. CLARK CO.

1487 1/2 Valencia St.,
SAN FRANCISCO 10, CALIF.
953 E. Third St.,
LOS ANGELES 13, CALIF.
1726 W. 60th St.,
SEATTLE 1, WASH.
3014 N.E. 32nd Ave.,
PORTLAND, ORE.
Terr.: 11 W. States & Hawaii

**LIBERMAN SALES
COMPANY**

1705 Belmont Avenue
SEATTLE 22, WASHINGTON
I. Liberman Cliff Liberman
Terr.: Wash., Ore., Mont., Ida.,
Utah

HARRY N. NELSON CO.

112 Market St.
SAN FRANCISCO 11, CALIF.
Established 1906
Sell Wholesale Trade Only
Terr.: Eleven Western States

**RALPH W. UNGER &
RICHARD H. BROWN**

928 East 3rd St.
Phone: MU. 4495
LOS ANGELES 13, CALIFORNIA
Terr.: Calif., Ariz., N. Mex.,
West Texas & Nevada



The MANUFACTURING CONFECTIONER'S

Clearing House



MACHINERY FOR SALE

FOR SALE

Model S #3 Savage Fire Mixers.
50 gal. Model F-6 Savage Tilting
Mixers, copper or stainless kettle.
200 lb. Savage Flat Top Marshmal-
low Beaters.
Marrow Cut-Rol Cream Center
Machine.
50" two cylinder Werner Cream
Beater.
1000 lb. Werner Syrup Cooler.
200 lb to 2000 lb. Chocolate Melters.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
600 lb. Continuous Vacuum Cooker.
Form 6 and Form 3 Hildreth Pullers.
6", 7" and 8" York Batch Rollers.
National Model AB Mogul with late
type depositor, stainless hopper.
Bostonian Friend Hand Roll
Machine.
Standard Werner Automatic Ball
Machine.
We guarantee completely rebuilt.
SAVAGE BROS. CO.
2636 Gladys Ave. Chicago 12, Ill.

FOR SALE: 1-32" Greer Enrober with
a 65' long Benz Cooling Tunnel;
2-1,000 lb. National Equipment Choco-
late Kettles; 1-500 lb. Stainless Steel
Greer Chocolate Kettle; 1-800 lb. Du-
plex Chocolate Kettle; 2-Lynch Wrap-
omatics, together with card feed roll,
with electric eye; 2-Hudson Sharpe
(Campbell 2 W 6) Wrapping Machines,
with electric eye; 1-D.F. Package
Wrapping Machine, with electric eye;
3-120 Quart Glenn Beaters (American
Machine Foundry), together with rol-
lers and beaters; 1-2 Barrel Reade
Dough double arm creamer; 1-Anders-
on 2-Way Cutting Machine (vertical
and horizontal) together with bar sepa-
rator; 1-Hohberger Continuous Cook-
er (13,000 to 15,000 lbs. per day), com-
plete with pumps and motors (no pre-
melt kettles). A 350 lb. Stainless Steel
dump truck; 1-Brach Candy Cutter
with Motor; 1-10 S H P Mears Kane
Boiler (14 ton capacity) gas; 1-Werner
Ball Machine—Automatic. Apply Box
1146, **THE MANUFACTURING CON-
FECTIONER.**

FOR SALE: 4' BALL CREAM BEAT-
ER Savage Bros. motor driven
\$275.00. **ALSO CHOCOLATE MELTER**
150 lbs. capacity complete with single
phase motor agitator and gas burner
\$250.00. Both machines guaranteed to
be in perfect condition. **TAYLOR'S**
TROPICAL SWEETS, Davenport, Fla.

FOR SALE: Tray Lock Machines type
TL-B-EL, end lock. Also several
TLA machines for setting up and side
locking. All units in good order. Box
1149, **THE MANUFACTURING CON-
FECTIONER.**

FOR SALE: Hudson Sharp Box Wrap-
per, 43/16 x 1 1/2 x 13/16 for wax paper
or cellophane, electric eye. Lynch large
Mint Wrappers with electric eye. Box
1147, **THE MANUFACTURING CON-
FECTIONER.**

MACHINERY FOR SALE

PRACTICALLY NEW HARDLY USED

National equipment M-100 Mo-
gul complete with Stacker and
Loader. Discontinuing Dept.
Box 246

FOR SALE

Lehmann 2-pot Rotary Conges.
Mill River Depositor for chocolate.
5000-lb. Lehmann Liquor Tanks
(unused).
Bramley Mills (unused).
32" Greer Enrober with Bottomer
and Refrigerated Slabs, 44' long
Economy Tunnel, 2 90° Belturns
and Packing Table.
Hohberger Cream Machine, com-
plete installation.
GH-2 Wrapping Machines (excel-
lent condition).
Box 140

FOR SALE: Five Burkhardt Revolv-
ing Pans, tight and loose pulleys.
38" Size. Excellent condition. Sacrifice.
Box 242, **THE MANUFACTURING
CONFECTIONER.**

HELP WANTED

WANTED by large candy manufactur-
er in Chicago area a top production
man who is familiar with general line
particularly creams and hard goods.
Ability to develop new ideas and pieces.
Must be able to recommend equipment
layout and requirements. Excellent op-
portunity for the right man. Box 247,
THE MANUFACTURING CONFECTIONER.

WANTED: Young man to train for
management. Candy Plant. Techni-
cal or practical experience desirable.
Box 1242, **THE MANUFACTURING
CONFECTIONER.**

CANDY MACHINERY SALESMAN
WANTED: Knowledge of production
and some familiarity with industry
desirable. Some traveling. Give back-
ground and experience in strictest con-
fidence. Box 147, **THE MANUFACTUR-
ING CONFECTIONER.**

WANTED: Experienced candy maker
for factory in Southwest. Must have
experience in Creams and Hard Goods.
Also ability to develop new ideas and
pieces. Box 141, **THE MANUFACTUR-
ING CONFECTIONER.**

HELP WANTED

WANTED: Experienced Technical
Candy Man
Scrap Problems
Balanced - Formulae
Quality and Production
Reasonable Salary
Will Train or Do Work
Box 240, **THE MANUFACTURING
CONFECTIONER**

SALESMAN WANTED: Old estab-
lished manufacturer of equipment
used in various process industries seeks
young man with some sales experience
particularly in the confectionery field.
Prefer one with engineering education.
Excellent opportunity for right man.
Company headquarters in Metropolitan
Area. Give full details first letter. Box
243, **THE MANUFACTURING CON-
FECTIONER.**

PRODUCTION SUPT. for wholesale
candy factory employing 40 people.
Location Los Angeles. Box 244, **THE
MANUFACTURING CONFECTIONER.**

WANTED BROKERS calling on candy,
tobacco and general merchandise
jobs to handle outstanding line of
approved covered comic books. We
can furnish a constant supply and ex-
cellent assortment at all times of clean
comic books. Several choice territories
open. State lines presently carried.
Box 245, **THE MANUFACTURING
CONFECTIONER.**

REPRESENTATIVE WANTED to
handle line of starch trays on com-
mission basis. Box 243, **THE MANU-
FACTURING CONFECTIONER.**

PACKAGING MACHINERY COMPANY

EAST LONGMEADOW, MASS.

OPENINGS FOR MACHINE DESIGN ENGINEERS

Attractive positions available
for Machine Design Engineers
with experience on automatic
packaging machinery and ade-
quate knowledge of candy mak-
ing processes. Applicants must
have ability to do board work
and direct work of layout and
detailing personnel.

Creative design qualifications,
thorough knowledge of cam de-
sign and timing of machine ele-
ments required. Submit resume
of machine design experience,
education and references to:

Director of Industrial Relations
Package Machinery Company
East Longmeadow, Mass.

POSITIONS WANTED

EXPERT TECHNOLOGIST, foreman in all types candy and chocolate pan line including M & M candy chiclet gum and ball gum. This includes production from start to finish. Also specialize in bubble gum base. I will teach gum base manufacture anywhere including foreign countries. Box 948. **THE MANUFACTURING CONFECTIONER.**

I HAVE HAD EXPERIENCE in the finest chocolate factories in Germany, in Felsche and Stollwerck as superintendent. I know the process of chocolate manufacturing thoroughly from the bean through to finished products. I also know manufacturing process of most candy products, such as marzipan and nougat. I would like to make contact with a large firm in the United States for employment. Box 1145, **THE MANUFACTURING CONFECTIONER.**

Attention CANDY MANUFACTURERS

We are in a position to handle one additional line for Super Markets - Theatre Concessionaires - Vending - Candy and Tobacco Jobbers on straight commission basis. Cover Metropolitan New York - New Jersey or can handle sales on national basis. Can finance accounts. At present representing leading manufacturers. Our reputation speaks for itself. Box 241, **THE MANUFACTURING CONFECTIONER.**

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS-ROLLS-SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons—All

Colors & Widths

Scotch Tape

Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond

Robert L. Brown

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

MACHINERY WANTED

WANTED: Stokes Wrapp Machine for packing of nuts. Late Model. Give serial number and full particulars in first letter. **R. & E. SALES CO.,** P. O. Box 164, Union, N. J.

MISCELLANEOUS

FOLDING CANDY BOXES: All sizes carried in stock for prompt delivery. Plain, Stock Print or Specially printed. Write for our new catalog of Every-Day and Holiday Fancy Boxes, and all Paper Products used in the manufacture and packaging of candies. **PAPER GOODS COMPANY, INC.,** 270 Albany Street, Cambridge 39, Mass.

Subscribe to

THE MANUFACTURING CONFECTIONER

Only \$5 for 2 years, \$3 for 1 year in U. S. and Canada. Only \$7 for 2 years, \$4 for 1 year in other countries.

- Feature Articles
- Candy Clinic
- Candy Packaging
- Candy Equipment Preview
- Technical Literature Digest
- Manufacturing Retailer
- Book Reviews

And many other features

418 N. Austin — Oak Park, Ill.

Flavor-Notes by Aromanilla

BLAND FLAVOR STILL TOP CHOICE OF AMERICAN CONSUMER*

Flavor research and sales figures continue to confirm the opinion that the American consumer prefers a bland product to a highly flavored one. The successful bland product, however, calls for a delicate touch in flavoring. The overtone of a particular flavor must be subtle; the aftertaste pleasant and of short duration. That means any high or harsh note from any ingredient must be blended or the note will linger in the aftertaste and inhibit the appetite.

Aromanilla can help you put that successful flavoring effect in your product. It is based on the finest of vanilla beans, prime Mexicans. It contains all of the flavoring components, in durable form, necessary to do a flavor blending and balancing job that will last the life of your product while imparting the soft, subtle and insistent vanilla tone that is characteristic of top quality vanilla beans.

Try Aromanilla yourself and see what an outstanding flavoring job it does at low cost.

* We have a few copies left of articles on flavor research and trends which we'll be glad to send free.

THE AROMANILLA COMPANY, INC.

Imitation Vanilla Flavor

6 Varick Street

New York 13, N. Y.

P & F has the answer to your corn syrup and starch requirements.

Try these 3 time proven products:

Penford Corn Syrup—
a drum or a tank car

Douglas Confectioners
Thin Boiling Starch and

Douglas Confectioners
Moulding Starch—
in bags or car loads.

Penick & Ford Ltd. Inc.

420 Lexington Ave.
New York 17, N. Y.

Factory:
Cedar Rapids, Iowa

G

ar in
2

III.

our
ch

s
d
s

td.
inc.

owa

TTIONER

W

All

e M

NO

OF



National
with D-
forced f
er and St



in Starch
plete w
veyors to
d Contin



36-31
and wit
Holmbe
eted Sy

ct

U

318
Ne
CA

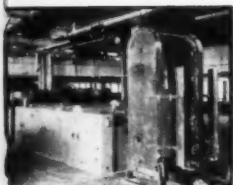
We Must Vacate Building

**All Equipment Must
Be Moved Immediately
NO REASONABLE
OFFER REFUSED**

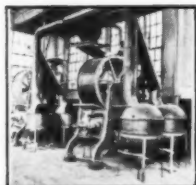
All Machinery and Equipment
formerly used by famous

**Hardie
Brothers
Company**

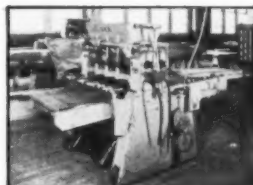
14th and Smallman Streets
Pittsburgh, Pa.



National M-100 Heavy Duty Steel
with D-100 Depositor, ball-bearing
forced feed lubrication. Currie
Stacker and Currie Candy
Cleaner.



2 - Hohberger Continuous
Cream Machines, Premelt-
ing Kettles and Cream
Beaters.



Baker Perkins Oka Depositor, Late
Style, with complete assortment of
Dies.



Hohberger 2000 lb. per
hour Continuous Cooker
with Pre-melting Kettles.
Baker Perkins Continuous
Cooker.



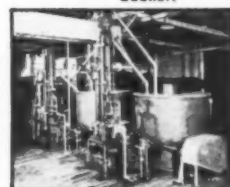
Starch Drying Equipment
complete with interconnecting
conveyors to operate with Mogul
Continuous Starch Sifter.



8 - National Enrobers with Auto-
matic Feeders, Double Bottomers,
Temperature Controls, Cooling Tun-
nel, Packing Table.



2 - National Peanut Cluster Enrobers,
complete with special Peanut Cluster
Feeder and Cooling Tunnel.



2000 lb. National Chocolate Melters.
2 - National 3 Column Automatic
Tempering Units for feeding tem-
pered chocolate from Kettles to
Enrobers.



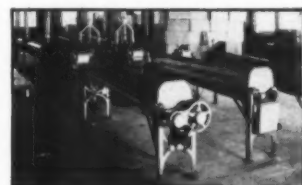
36 - 38" Revolving Pans, with
and without coils and ribs. Mostly
Holmberg make. 7 - Steam Jack-
eted Syrup Kettles 20-50 gal. cap.



3 - 250 gal. Double Action Jacketed
Jelly Kettles. 2 - 250 gal. Gum Ket-
tles. 9 - 60, 100, 150 gal. Mixing
Kettles.



Cherry Dropper operating
with National Equipment
Depositor.



3 - Gaebel Continuous Plastic Form-
ing Units with full selection of Dies.

**Act Now For Choice Selection
Inspection Invited
Representatives Are On
Premises of Plant Daily
Phone at Plant: Court 1-4829**

**All Offerings Are Subject To Prior Sale
Visit This Plant or Write, Wire, Phone
Collect For Details and Quotations
Illustrated Circulars and Complete
Inventory Available On Request**

Union Confectionery Machinery Co., Inc.

318-322 Lafayette St.
New York 12, N. Y.
CAnal 6-5333-4-5-6

167 N. May St.
Chicago, Ill.
Seely 3-7845

UNION

Rebuilt
Machinery

Established 1912



INDEX TO ADVERTISERS

In The MANUFACTURING CONFECTIONER

Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of The MANUFACTURING CONFECTIONER by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry.

Advertising space in The MANUFACTURING CONFECTIONER is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers. Advertising of finished confectionery products is not accepted.

★ ★ ★

RAW MATERIALS

Ambrosia Chocolate Co.....Dec.'54	Fritzsch Brothers, Inc. 4	The Nulomoline Div. American
American Food Laboratories, Inc.Dec.'54	R. E. Funsten Company.....Dec.'54	Molasses Co.Nov.'54
American Sugar Refining Co..Oct.'54	Givaudan Flavors, Inc.....Dec.'54	Penick & Ford, Ltd., Inc. 56
Anheuser-Busch, Inc.Dec.'54	Gunther Products, Inc.....July'54	Pfizer, Chas., & Co., Inc.....Dec.'54
Armour & Company 9	Hooton Chocolate Co. 54	Polak & Schwarz 23
The Aromanilla Co., Inc..... 56	Hubinger Co., The.....Nov.'54	Refined Syrups & Sugars, Inc. 13
Atlas Powder Co. 19	Walter H. Kansteiner Company... 44	Speas CompanyJan.'55
The Best Foods Co. 20	Kohnstamm, H., & Company, Inc. 14	Staley, A. E., Mfg. Company..... 45
W. J. Bush & Co. 50	Merckens Chocolate Company, Inc. 18	Stange, Wm. J., Co. 12
California Almond Growers Exchange 17	National Aniline Division, Allied Chemical & Die Corporation..... 11	Sunkist Growers 3
Clinton Foods, Inc.Jan.'55	Nestle Company, Inc., The..... 52	Union Sales Corp.....Third Cover
Dodge & Olcott, Inc.Jan.'55	Norda Essential Oil and Chemical Company, Inc.Fourth Cover	Van Ameringen-Haebler, Inc...Jan.'55
E. F. Drew Co., Inc.....Oct.'54		Western Condensing Co.Jan.'55
Durkee Famous Foods..... 7		White Stokes CompanyJan.'55
Felton Chemical Company, Inc.Dec.'54		Wilbur-Suchard Chocolate Company, Inc. 10

PRODUCTION MACHINERY AND EQUIPMENT

Bramigk & Co., Ltd.....Sept.'54	The Kontro Co.Jan.'55	Savage Bros. Co..... 8
Burrell Belting Co.Jan.'55	Lehmann, J. M. Company, Inc.Jan.'55	Schutz-O'Neill Co. 52
Cincinnati Aluminum Mould Co.Jan.'55	Mikrovaerk, A. S.Second Cover	Sheffman, John, Inc. 51
Corrigan, J. C., Inc. 44	Mill River Tool Co.....Jan.'55	Standard Casing Co., Inc., The... 44
Currie Machinery Company...Jan.'55	National Equipment Corp..... 49	Stehling, Chas. H., Co..... 53
Geveke and Co., Inc.....Dec.'54	Niagara Blower Company.....Jan.'55	The Triumph Mfg. Co.....Sept.'54
Greer, J. W., Company.....Nov.'54	Racine Confectioners' Machinery Co. 46	Union Confectionery Machinery Co., Inc. 57
Groen Mfg. Co.....Oct.'54		Vacuum Candy Machinery Co.... 46
Hamilton Copper and Brass WorksNov.'54		Voss Belting & Specialty Co...Jan.'55

PACKAGING SUPPLIES AND EQUIPMENT

Atlantic Plastics Co., Inc.....Oct.'54	The Foxon Company.....Oct.'54	Package Machinery Co. 24
Battle Creek Packaging Machines Inc. 22	N. T. Gates Company 41	Peters Machinery Co.....Nov.'54
Bradley Industries 35	The General Cellulose Co., Inc.... 39	Rhineland Paper Company..... 34
Champion Bag Company.....Dec.'54	Heekin Can Co., The..... 40	Riegel Paper Corporation..... 25
Cooper Paper Box Corporation... 34	Hudson-Sharp Machine Co..... 37	Stokes & Smith Co.....Dec.'54
Daniels Manufacturing Co....Jan.'55	I. D. Company.....Oct.'54	Sweetnam, George H., Co..... 36
Diamond "Cellophane" Products... 56	Ideal Wrapping Machine Company 54	Taft, R. C., Co..... 41
Dixie Wax Paper Co.Oct.'54	Kiwi Coders Corp. 41	Tompkins' Label Service.....Jan.'55
Doughboy Industries, Inc.Dec.'54	Lynch Corporation, Packaging Machine Division 30	Triangle Packaging Machinery Co. 35
Dow Chemical Co., The.....Dec.'54	Milprint, Inc. 29	Visking Corporation 42
Exact Weight Scales Co. 38		The Woodman Company, Inc.Oct.'54

CROWDS OF CUSTOMERS FOR...

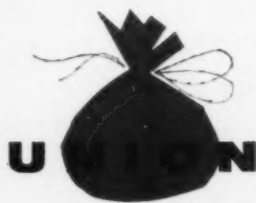


SWEETS THAT SELL!

UNION CORN SYRUP UNMIXED

The candy connoisseur or the kids at the counter each have one thing in common—they demand tempting taste and texture! It's a good reason to use Union Corn Syrup Unmixed for "Sweets that Sell."

Our Sales Service department is always available to assist you with your technical problems. The results in your products are worthy of your consideration.



SALES CORPORATION

Distributor for UNION STARCH & REFINING COMPANY
COLUMBUS, INDIANA

Nov. '54
... 56
Dec. '54
... 23
... 13
Jan. '55
... 45
... 12
... 3
Cover
Jan. '55
Jan. '55
Jan. '55
... 10
... 8
... 52
... 51
... 44
... 53
Sept. '54
y
... 57
... 46
Jan. '55
... 24
Nov. '54
... 34
... 25
Dec. '54
... 36
... 41
Jan. '55
... 35
... 42
Oct. '54
TIONER

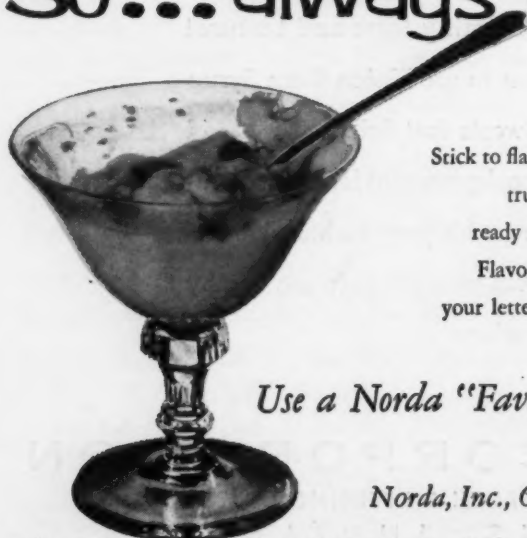


If you want
good, profitable, steady trade

Shun Butterscotch Flavor
that will fade.



NORDA Flavors don't fade out,
So... always come to NORDA



Stick to flavors that stick with you and stay
true. Profits fade if flavors fade when your product is
ready for eating. Genuine or fine imitation Norda
Flavors *last*. Use Norda Flavors. See why, by sending
your letterhead for *free samples*.

Use a Norda "Favorite to Flavor It"

Norda

Norda, Inc., 601 West 26th Street, New York 1, N. Y.

Chicago • Los Angeles • San Francisco • Montreal • Toronto • Havana • London • Paris • Grasse • Mexico City

9

A

City